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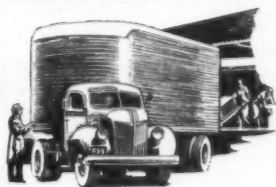
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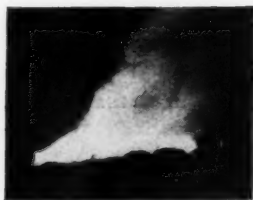
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# BECAUSE SOMEONE CLOSED A SPRINKLER VALVE



## ...this \$500,000 plant burned to the ground

To safeguard against the fire hazard inherent in the business, the management of this West Coast property employed the most effective type of fire protection—a modern automatic sprinkler system.

But that was not quite enough, for when fire struck, the plant burned to the ground—because the sprinkler system had no chance to do its work. It was no fault of the sprinkler—just another costly example of the weakness of the human element in protection: “Someone” had closed a shut-off valve controlling the water supply to the area where the fire started.

A.D.T. Sprinkler Supervisory and Water-

flow Alarm Service eliminates the hazards of the human element by placing all shut-off valves—as well as gravity tanks, pressure tanks, etc.—under the constant, automatic electrical supervision of the A.D.T. Central Station. Abnormal conditions that might impair the sprinkler's effectiveness—whether caused by carelessness, ignorance, or criminal intent—are immediately and automatically detected and reported for corrective action.

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A NATION-WIDE ORGANIZATION

ALVE



# *Transportation*

## *Everything Depends On It*

(An Editorial)

**T**HE emphasis being placed on the speeding up of production has more implications than just aid to Britain and Greece. Whether we like it or not, this country is fast approaching getting into the war itself and it is about time that full cognizance of this situation be seriously taken in order to bring about a more desirable coordination between industry and transportation.

It has been said that our transportation facilities are ready for any emergency, but that only through industry's cooperation will it be possible to handle the vast tonnage promised in the near future when an all-out production schedule will be in full play. Industry, therefore, will be on the spot, because that cooperation means simply that no undue delays will occur at the loading or unloading points and that, as a consequence, cars and ships will be released in the minimum time.

The foregoing warning needs emphasizing, because even at the present time, when tonnage is not at its fullest, car releases by industry could be materially speeded up. Unless this situation is remedied immediately, there is little promise that when a full emergency occurs the problem will be handled adequately. Now is the time to get this job accomplished, not when peak-load conditions prevail.

There are many who realize the foregoing and are doing all they can to speed up present handling as well as preparing for the future. Extra shifts are being used to load or unload cars when yard tracks are crowded with unloaded freight or waiting empties; and additional materials handling equipment is being used or is on order to speed up the process.

There are many, however, that are not taking events abroad and in this country as seriously as they should. As a consequence, they are not heeding the call for full carloading, are taking advantage of slow freight in order to gain time for free storage in transit, thus holding cars too long. Even now, this is a serious indictment of lack of cooperation; later on and not too far in the future, such policies just can't prevail.

Such policies can create a transportation bottleneck which will be prevented only when those responsible for same remove the causes.

N. Y.  
ATES

## Advises Business to Prepare for War

"The real tempo of defense is about to be felt and the real meaning of defense may soon become clearly visible to every business. Decisive, tradition-shattering action is likely to characterize the balance of 1941," says the Research Institute of America, Inc., in its report of April 12, entitled "Prepare Your Business for War Closing In."

The report continues by stating that though the Institute does not ordinarily discuss military action involving the United States, it is important, however, that business have a fair idea of the future in this respect because in a defense economy such as now prevails, the steps which are taken by the Government are directly related to the military events in which business is interested or in which it actually participates. Since it is necessary, then, "to take an unruly future by the horns and guess—here is a mixture of the best cross-section opinions and guesses":

Possible Events	The Odds	
	For	Against
1—Invasion of England this Spring .....	1	3
2—German clean-up of Greece and Yugoslavia in 6 wks. ....	2	3
3—Outright German victory in 1941 .....	1	5
4—Negotiated peace in 1941 .....	1	2
5—Italy cleaned out of Albania in 30 days .....	4	5
6—Entry of Spain on Axis side in 90 days .....	1	5
7—Entry of Turkey on English side in 90 days .....	3	2
8—Russian aid to Yugoslavia and Greece .....	3	1
9—Russian entry in the war against Germany in 1941 .....	2	3
10—Russian war against Rumania in 1941 .....	1	1
11—German defeat in 1941 .....	1	3
12—German defeat in 1942 .....	4	5
13—Modification of neutrality war zones by the President to permit U. S. shipping to Near East .....	3	1
14—Convoy by American naval vessels of Near East shipments within 6 wks. ....	3	2
15—Convoys to England and possessions within 90 days .....	5	4
16—Sinking of American convoys if they are sent .....	2	1
17—American declaration of war if our convoys are used .....	1	3
18—German declaration of war if our convoys are used .....	1	3
19—American forces to police English and friendly powers' possessions within 4 mos. ....	3	2
20—American participation in shooting war before June .....	4	5
21—American participation in shooting war in 1941 .....	5	4
22—Presidential declaration of "imminence of war" or full emergency within 60 days .....	3	2

Since decisive victory for either Germany or England in 1941 seems entirely out of the question, the report continues, the war will, because of its duration and the consequent depletion of Allied armaments, involve the United States more and more.

The 2nd certainly is that the last remaining vestiges of American neutrality, which for some time have been inconsistent with U. S. foreign policy, will be removed as quickly as public psychology permits. This means convoys, states the Institute, and in all probability means men for the purpose of policing possessions and vanquished territory. "And it almost as probably means shooting—but probably an undeclared war."

The 3rd certainty is that the main barrier to any decisive action by the United States is still the people's non-acceptance of the full implications of the U. S. foreign policy and domestic defense program. This means that every possible step will be taken to build that psychology.

The President's declaration of full emergency, referred to in No. 22 of the tabulated material herewith, if it is used, will be almost entirely for the purpose of psychologically turning the Nation in agreement with the course now set. As a practical matter, continues the report, most of the powers which would adhere to the President are being used now.

The influence of this full defense on normal civilian life, which was resisted even as recently as 6 wks. ago—even by some in the defense agencies—should now

be accepted as gospel certainty by businessmen who are planning ahead. "The only real element in doubt in this entire picture," the Institute states, "is the time factor. How fast convoys? How soon curtailment of civilian consumption? How soon real war taxes? How soon war? It is because of this uncertainty that the effort was made in the 'tabulated material' to indicate a possible time probability in the events discussed."

There were a substantial number in Washington who were talking of war in April. The very speed with which they are convinced it can come about, concludes the report, is the best evidence that the United States is a lot closer to war than the average individual is ready to believe. "Conservatively," the report states, "there is a good probability of a shooting war in 1941. Less conservatively, but within the realm of strong possibility, is that it will occur within the next 100 days. Within this next 100 days, at least, every available lever, weapon, and plane will be used by the Government to bring national psychology closer to the acceptance of these international probabilities."

## Basic Warehousing Principle Thrust Aside by Ga. Court

The position of warehousing in the scheme of interstate commerce may be wholly altered as a result of a Federal Court decision entered in a Georgia case involving the Wage-Hour Act.

The basic principle of constitutional interpretation which says interstate commerce has ended when the goods "come to rest" within a State, not to be moved again over a State line, has been thrust aside by Judge Robert L. Russell of the District Court for the Northern District of Chicago.

Judge Russell's decision is appealable, in the first instance, to the United States Circuit Court. If it is not successfully challenged, it may "blanket in" under the wage-hour law, employees of warehouses which receive their commodities over a State line; but, on the other hand, it may oust State regulatory bodies of much of the control they now exercise and substitute Federal supervision where both State and Federal agencies have entered the same field of regulation. Under the latter alternative, the decision, assuming it stands, may hasten Federal regulation, standardize warehousing requirements, and remove many of the conflicting rules imposed by various State governments.

General Philip H. Fleming, Administrator of the Wage-Hour Act, regards the decision the most important ever handed down affecting a case arising under the legislation over which he has supervision. If warehousing practices, which consist of receiving commodities over a State line, but distributing them within the State in which the storage facility is located, constitutes interstate commerce, then all Federal laws—not only the Wage-Hour Act—are applicable to the business.

The case involved the business of Alterman Brothers, an Atlanta wholesale grocery concern. Suit had been brought to enjoin the company from violating the wage-hour law, and the answer denied applicability of the law to the firm's operations.

In this instance, commercial warehousing "for hire" was not involved. Also, the owner of the space actually purchased the commodities in another State and caused them to be transported over the State line into Georgia. However, the operator sought to split his operations and rest upon the contention that the goods having "come to rest" in Georgia, handling after that point was intrastate commerce. At that juncture, the difference between commercial warehousing "for hire" and the Alterman Brothers operations is not readily discernible: in either instance the theory of "come to rest" might be advanced.

With this background, the following pertinent para-



graphs from Judge Russell's decision are of interest:

"The evidence in behalf of the Administrator, not contradicted, discloses that a wholesale business, such as carried on by Alterman, is that of a middleman situated at an intermediary point in a flow of goods in commerce from manufacturers to retailers. The Alterman business is that of distribution; after the getting together of grocery products from all parts of the United States, it assembles them and transports them to the hundreds of retail and distribution outlets, thus forming the connecting link between the interstate shipper and the retail stores for consumers. Products move continuously through the wholesaler without any change and for the most part without being unpacked."

Judge Russell then proceeded to the crux of the question, commenting:

"The argument of defendants is based upon the proposition that since the defendants do not ship goods out of the State, and confine their activities solely within the State of Georgia, that they are not engaged in interstate commerce. In support of this position, counsel relies on the Schechter case (the decision which invalidated N.R.A.), and the following argument that after the purchase of goods and their 'coming to rest' in Alterman's warehouse, any further distribution was purely local and did not meet the test, stated to be well-settled, of subsequent shipment across State lines.

"Interstate commerce must have a beginning and an ending. It makes no difference whether the beginning is little and the ending big, or the beginning big and the ending little. In such a case, the commerce is the same throughout and the figures are congruous. Under the circumstances, Alterman and his business is not any the less engaged in commerce because it does not further carry on the stream of commerce into another State. The proposition that antecedent acts may engage one in commerce as well as subsequent acts would appear to be supported by authority and is certainly sound in reason.

"The question of whether there is subsequent interstate shipment, furnishes one test of interstate commerce, but does not supply a definite and unvarying standard which may be applied to all transactions to measure and define their inter or intra state character. Of necessity, each transaction and business must be determined in the light of all surrounding circumstances."—Butler.

### Dried Eggs Displace Frozen in Changed British Aid Plans

Federal officials charged with the responsibility of keeping up a continuous flow of food products to the democracies abroad are veering away from the idea of using frozen eggs and plan to substitute dried eggs almost in their entirety.

**Editor's Note.** The news appearing in the April issue in regard to the plan to ship frozen eggs was accurate at the time of its writing. The switch from frozen eggs to dried eggs was due to the depletion of refrigerated bottoms, caused by sinkings.

The result will be less use of refrigerated space along the Eastern seaboard than was originally forecast by responsible defense officials.

Practical considerations prompt this decision. When the subject of frozen eggs was first broached there was some skepticism in the Capital. The problem of terminal refrigeration abroad, especially in Great Britain, was posed, but was answered with the statement that, strange as it might seem, there appear to be adequate facilities.

Frozen eggs were favored by defense authorities principally on the ground that the processing could be carried on near ports of embarkation. Drying plants are largely in the mid-West and South, and transportation costs and delays were envisioned.

### Convention Dates

May—First Tuesday—Annual Meeting, California State Council of the American Institute of Traffic Management, San Francisco.

May 5-7—Spring meeting of Associated Traffic Clubs of America, at George Washington Hotel, Jacksonville, Fla. Fall meeting in Milwaukee.

May 8-10—Annual Convention, Texas Motor Transportation Assn., Dallas, Tex.

May 22-23—Mid-year meeting of Associated Grocery Manufacturers of America, Skytop Lodge, Skytop, Pa.

May 26-29—Twenty-sixth convention, National Assn. of Purchasing Agents, Chicago, Hotel Stevens.

July 6-9—Annual convention, Independent Movers' and Warehousemen's Assn., Baltimore, Md.

Sept. 14-16—Convention of National Poultry, Butter and Egg Assn., Chicago.

October—Annual meeting of Southwest Warehouse and Transfermen's Assn., Houston, Tex.

Oct. 6-8—Twenty-eighth convention, National Foreign Trade Council, New York City, Hotel Pennsylvania.

While dried eggs have displaced the frozen product, the latter type will be used to some degree. The anticipated demand, however, is not likely to result in greatly increased storage business; obviously, it will not tax cold storage facilities.—Butler.

### Space Survey Planned By Industrial Realtors

A rapid survey to sketch out the totals of industrial space of various specific types now available for plant expansion in each of the principal production centers of the United States will be made immediately by the Society of Industrial Realtors, new professional branch of the National Assn. of Real Estate Boards. Walter S. Schmidt, Cincinnati, president of the society, announced that the survey would cover the number of square feet available in one-story structures and in multiple-story structures, the square-foot totals available in these structures that are sprinklered, that have track facilities, that have dock facilities and the like.

Covering every city in which the society has members, the study, outlined by the governing council at its initial meeting in Chicago in April, will be in charge of its 12 vice-presidents for the principal industrial districts of the country. Included in these 12 are Frank B. Morrell, New York City, and James A. O'Connell, New Brunswick, N. J.

### Warehouse Performance Bond Cost Cut and Risks Eased

As a result of cooperation between H. D. Crooks, Consultant on Warehousing, National Defense Advisory Commission, and the Surplus Marketing Administration, the last bid form issued March 25, 1941, released the warehousemen from a portion of the risks taken under previous bids. These are as follows:

Acts of God, or the public enemy; Acts of the United States Government, fire, flood, tornadoes, windstorms or sprinkler damage.

In addition to relieving the warehousemen of these risks, the performance bond was cut to 20 per cent of the value of the goods stored. The bonding companies made some reductions in rates and the cost of the bond to the warehouseman is far below what it was formerly.

# Goods in Storage Call for

*Modern Methods and Devices Will Conserve Needed Resources*

By JOHN N. COSGROVE

of the

American Reserve Insurance Co.

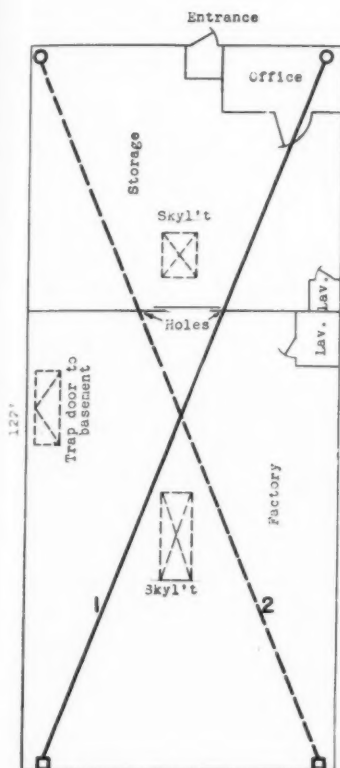


WITH every branch of industry rapidly nearing capacity production, warehouses and factory buildings will soon be crammed with materials of every description. They are truly the storehouses of democracy, safeguarding the weapons of our national defense. Every shipper, no matter what he handles, is a key man in our defense program, and he owes it to his country and to himself to investigate and make certain that these goods are fully protected against loss by fire or other cause.

The sinister shadow of sabotage hovers over every American factory engaged in defense orders; the buildings in which finished goods are stored can be counted on to be extremely important to anyone desirous of hampering our national defense effort. This threat is not the invention of some Hollywood scenario writer fresh out of ideas. It is a cold reality. That can be proved by consulting the statistics of the destruction caused by foreign agents in the United States during the last World War. Who doesn't recall the horror that rocked the Nation when big head-



# For DEFENSE Against Sabotage



In this factory, the photo-electric ray arrangement provides protection for non-concrete ceiling and floor and for inaccessible openings.

lines proclaimed the Black Tom explosion?

There were innumerable other catastrophes that never reached the headlines, many of which would not be recognized as logical attempts at sabotage, but they helped to sap our national strength in their own quiet way. And the lesson has never been forgotten. The F.B.I., as well as other Federal agencies, is ready for saboteurs today.

It is logical that those who are interested in preventing defense supplies from ever reaching their destination are going to do their utmost to destroy them during manufacturing processes, during transit or—and mark this well—during storage.

Underprotected factories and storage places are particularly inviting to the saboteur, places where he can walk in and touch off a blaze that will ravage precious resources without giving a clue to his identity. The F.B.I. can't stand

guard over all of these places, and watchmen, if they are provided, can't be everywhere at once.

But there are mechanical guardians which take the place of humans and outdo their performance. One of the latest is an invisible beam of light directed across any chosen area onto an electric eye. Any number of these beams can be arranged so that they criss-cross and form an entangling web. An intruder crossing a beam which he never sees, sets off an alarm which he never hears. But at an outside central station to which the alarm is connected, protective

forces stand ready to respond at a moment's notice. The saboteur, stealing through the shadow where this invisible ray stands guard, is trapped like a rat.

There are also other alarm devices which guard doors, windows, and every possible avenue of entrance to buildings. Equipped with these, a building could not be much safer if it were sealed and guarded by a regiment of troops.

With any unlawful attempt at entry, these devices flash an alarm to central headquarters which immediately dispatches armed forces in search of the intruder.

We must be equally wary of self-sabotage—disasters caused by industry's own negligence. This charge of self-sabotage is not lightly made or without basis of fact. Veteran inspectors who assisted our Government in the World War, vividly recall the shocking practices which industrial management permitted in the hectic boom of the preparedness effort. One Government inspector walked into the forge shop of a steel company. He was dumbfounded to find oil stored in open ponds on the floor of the shop, while forge fires blazed a few feet away. Ironically enough, the plant supervisor's chief concern was fear of foreign agents. He expressed that apprehension to the Government man, who promptly and not too politely told him to forget about foreign agents for

(Continued on page 53)



# PACKAGING *Salt and Chemicals*

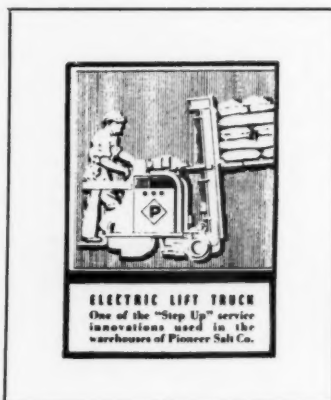
*for a Variety of Markets . . .*

**and how the Electric Lift Truck helps step-up service while effecting economies**

**W**HEN the Pioneer Salt Co., Philadelphia, dealing in salt, anhydrous sodium sulphate, alkalies, and all industrial chemicals, moved into its new quarters, it was faced with a problem of making the best possible use of the available floor space and of moving the merchandise in and out as efficiently as possible, without loss of time or wasted motion. After careful consideration and planning, the telescopic fork lift truck, used in connection with pallets, was decided upon, since it was very important that the handling equipment be sufficiently flexible to accommodate itself to the wide variation as to size, shape, and weight of the units to be handled.

As mentioned above, the company deals in a number of commodities, but salt in bags, barrels, and cartons is by far the greatest in bulk of the products handled; and while the Pioneer company makes use of a local public warehouse, the handling operations described herein are confined to its own 2 warehouses, both 140 ft. long, one being 70 ft. wide and the other 50 ft. wide—one building separated by a single brick wall.

Much of the salt is brought by rail in bulk right into one of the warehouses, a railroad siding, accommodating 4 cars, running the full length of this building. Specially built mechanical bucket and belt conveyors unload the bulk salt from cars over vibrating screens into overhead bins, from which the salt is drawn into vari-



Imprint of electric lift truck used on Pioneer Salt Co. advertising.

ously sized bags, which are then closed by high-speed sewing machines. These bags, ranging in weight from 25 lbs. to 100 lbs., are thereupon immediately placed on 1-ton capacity pallets by one man, each pallet being 36 in. square and so constructed that the load of 2,000 lbs. of salt can be easily picked up by the lift truck. A telescopic electric truck then picks up the entire load, including pallets, carries it into the warehouse and stacks the bags of salt, pallet and all, in tiers 3 loads high, thus making use of all available space.

It can be seen how quickly the unloading of the freight car and the stacking of salt in storage is accomplished. Sometimes the salt

is received in bags, in which case the time of unloading is still further reduced.

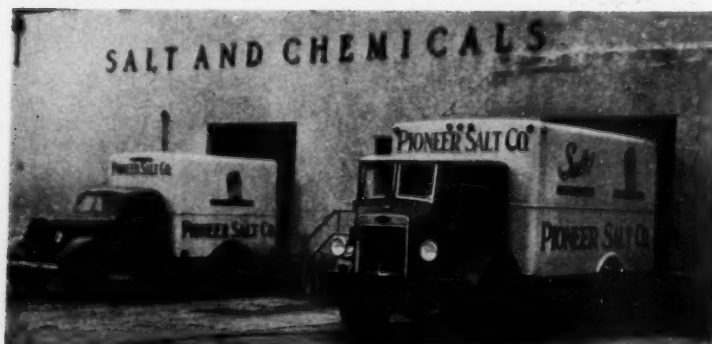
Similar pallets are also used for handling barrels, 2 barrels being placed side by side on each, the lift truck handling 4 barrels on 2 pallets at each load. Each barrel weighs 280 lbs. Barrels and pallets are tiered 4 high so that when it comes to making shipments, it is possible to take out only 2 barrels at a time, if desired. Drums weighing 400 to 800 lbs. each are handled in much the same manner. The same method is also used in transporting and tiering pallet loads of cartons containing packages of table salt, bicarbonate of soda, ice cream salts, and other products, an average pallet load consisting of thirty 60-lb. cartons.

Salt for human consumption is stored in dustproof heated rooms and packed in 1½-lb packages for household use and in 100-lb. 5-ply moistureproof paper bags for those manufacturing food products for human consumption. The 1½-lb. cartons are 2-ply paperboard with a moistureproof binder between. The paper bags are 5-ply with one ply containing a moisture-resisting compound.

The company's warehouses are designed to give the maximum protection to the salt, both from the standpoint of cleanliness and moisture protection. Storage on pallets prevents contact with the floor and eliminates many individual handlings.

The Pioneer Salt Co. is the outgrowth of a merger of 2 companies that started importing salt from England—one in 1840 and the other in 1849. The depression, which stretched across the 1930's, early affected the salt business, and the Pioneer Salt Co., to gain greater stability, diversified its line by the addition of a general line of chemicals. The company's products include every known type of common salt; all the evaporated grades produced in New York State and Louisiana; an evaporated improved salt from Liverpool, England; and an evaporated sea salt imported from the British West Indies. Aside from selling to the housewife, the Pioneer Salt Co. sells to manufacturers of human and animal food products,

Two of the company's motor trucks loading for prompt delivery in immediate territory







Side — Table salt in shipping containers stacked on pallets ready for shipment.

Below — Barrels, too, are stacked on pallets from floor to ceiling to conserve space at plant.

Bottom — Bags of salt stacked on pallets in 3-high tiers.

Illustrations, courtesy of Elwell-Parker Electric Co.

tanners, dyers, water softeners, feed dealers, and many others.

With a sales territory confined largely within the States of Pennsylvania, New Jersey, and Delaware, much of the shipping is handled by motor trucks—the company operating a fleet of 4 units of 6 and 8-ton capacities. As explained earlier, much of the bulk salt is brought to the Pioneer plant by rail, though some use is made of coastwise vessels bringing raw material from Houston, Texas, to Philadelphia.

With considerable quantities of salt and other of its products on hand, the Pioneer company has found it necessary to enlist the services of a public warehouse for storage purposes, namely, the Terminal Warehouse Co., Philadelphia, for products awaiting shipment.

When making shipments, the process is naturally just the reverse of that described for storing. With platforms at each end of the warehouses, the motor truck backs up to the loading platform so that the lift truck can run right into it and there deposit its load. In some cases the pallet loads are placed directly in the motor truck and the whole order, with a minimum of handling, is thus transported to the point of delivery. In loading into rail freight cars, the same method of handling is followed. The speed in handling, which this method has made possible, is sometimes of particular

(Concluded on page 62)





Native Philippines working in bulk copra in one of the bodegas, or warehouses at Manila.

# Coconut Oil..

*An Industrially Important Product  
from the Philippines.*

By CARLETON CLEVELAND

**A**N ever-widening range of usefulness has been found for the oils and fats obtainable from seed and nut bearing plants and trees. One of these oils is obtained from the fruit of the coconut palm, widely grown in all tropical countries, especially along the coast line.

Coconut meat (or copra after being dried) contains some 65 per cent of oil, which is pressed out in large expellers and hydraulic presses. This oil has been found very useful as an ingredient in the production of margarine and other food and confectionary products. In its raw as well as refined state it is used extensively in the soap industry.

Spencer Kellogg & Sons, Inc., an organization taking root in a venture "tried out" by a great-grandfather over 100 yrs. ago, has become a world-wide, self-contained institution supplying a diversity of products derived from the major vegetable oil crops, among which is coconut oil. Aside from crushing plants and mills, together with extensive terminal elevator facilities

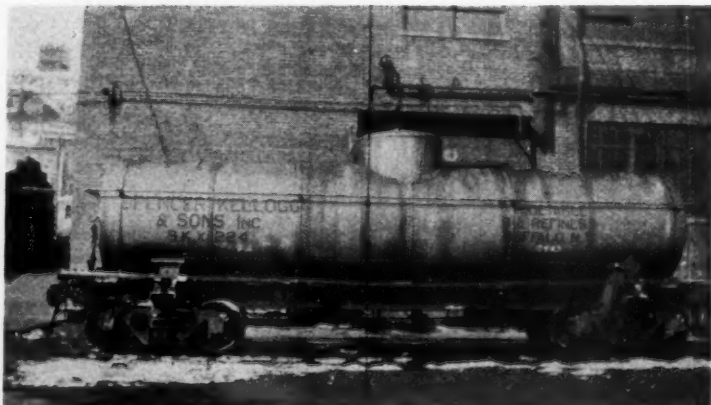
for storing millions of bushels of oil-bearing materials, the company operates a copra crushing plant at Manila, a fleet of 3 company-owned tank steamers and hundreds of tank cars.

Copra is purchased from the various plantations throughout the Philippine Islands and transported to the company's bodegas or warehouse, where it is stored and al-

lowed to dry by natural means. The coconuts arrive at the mill in sacks that are dumped into storage piles to await processing, usually 6 to 10 weeks elapsing before they have dried sufficiently to be sent to the crushers. After the copra is crushed, and the oil and meal obtained, the oil is stored in huge outside storage tanks to await loading into one of the company's tankers, or into the deep tanks of some regular steamer plying the Pacific, for transport to the United States. The copra meal is shipped in quantities of 200 to 2,000 tons at a time in the holds of ordinary vessels. Practically all of the meal is now shipped to United States Pacific Coast points, while in normal times over half of the meal obtainable from the Manila plant would go to Europe in the form of copra cake.

The company's own fleet of tank steamers—the S.S. Spencer Kellogg, Gertrude Kellogg, and Elizabeth Kellogg—are especially constructed for carrying liquid cargo. Each vessel has from 12 to 16 tanks, ranging in size from 200 to 464 tons' capacity each. Most passenger vessels have deep tanks for carrying liquid cargo. These tanks generally range in size from 300 to 1,200 tons' capacity. There are times when the company finds it necessary to utilize one of these outside cargo vessels when units of the Kellogg fleet are not in the proper position to lift oil when a shipment is ready. Since virtually

**A Spencer Kellogg tank car spotted on siding for discharge of coconut oil cargo.**



**Lighter at Spencer Kellogg plant at Manila loaded with coconut oil for transfer to tank steamer in harbor.**



all of the coconut oil cargoes leaving the plant at Manila are discharged at Atlantic Coast points or at New Orleans, with the exception of small quantities occasionally discharged at Los Angeles, the vessels make good use of the Panama Canal.

Tank steamers are too large to dock at the company's mill in Manila. It, therefore, becomes necessary to load the oil onto lighters that are towed alongside the steamer so that the oil may be pumped into the vessel's hold. Coconut oil has a melting point of approximately 76 degrees; in other words, it is in a fluid state above that temperature but solidifies when the temperature is below that point. When loading at Manila, the oil is practically always in a liquid state, and will usually remain so until the vessel reaches the Panama Canal. Steam is then turned into the circulating coils with which each tank is equipped so that the oil cargo will be in a fluid state for discharge at either New Orleans, New York, or some other point on the East Coast.

A considerable quantity of oil is sold before it leaves the storage tanks at the Manila crushing plant, or while on the high seas, to large buyers in the United States, who make their purchases on a c.i.f. (cost, insurance, and freight) basis. These buyers take delivery of the cargo in lighters, tank cars, tank motor trucks, or into their own plant upon arrival of the vessel at the port of destination. While

much of the coconut oil business of Spencer Kellogg & Sons is in large bulk and tank car lots, some shipments of c.l. and l.c.l. are made in drums or wooden barrels. These drums are generally of 50 to 55-gal. capacity, weighing between 50 and 60 lbs. each and having a gross shipping weight of 450 to 460 lbs. The wooden barrels weigh about 75 lbs. each and have a gross shipping weight of about 450 lbs.

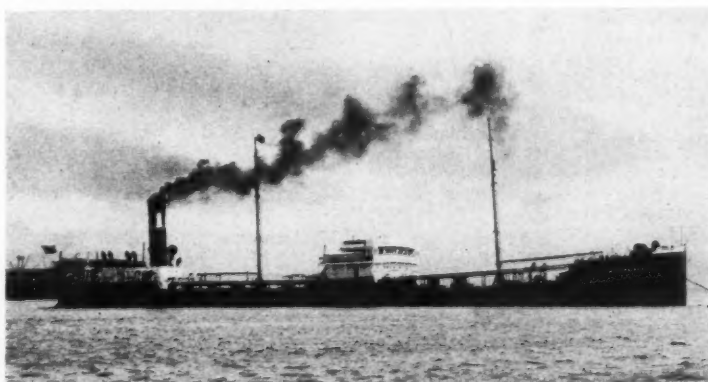
On arrival at New York, where the greatest quantity of the product is handled, the vessel docks at the Kellogg plant at Edgewater, N. J., directly opposite 95th Street in New York City. Here the oil is pumped from the tanker and discharged into large storage tanks to await transshipment in tank cars, tank trucks, drums, or barrels. Some use is made of lighters in the delivery of coconut oil to the plants of customers around the New York harbor. In discharging an oil cargo at Los Angeles, the

tank steamer goes directly to the company pier at Long Beach, in the Los Angeles harbor, where the oil is handled in the same manner as at the Edgewater plant—pumped directly into large storage tanks. At New Orleans, discharge is made at the tank storage installation of the General American Tank Storage Co. where it is held for transfer to tank cars for shipment to customers or to the company's refinery at Kansas City. Oil discharged at Los Angeles is transshipped in tanks, sometimes as far East as Buffalo and Pittsburgh, although as a rule, only to Chicago and points West, while points East of Chicago are more advantageously served from New York. Motor tank trucks are used in the New York and Chicago areas, the company employing the services of local trucking companies for this purpose.

Steamer tanks, tank cars, and tank trucks have to be thoroughly cleaned before taking on shipments of coconut oil, especially the water-white edible grades which are shipped from the refineries in tank cars. The tanks are flushed and cleaned with caustic solutions and wiped with cloths. It is not necessary that tank cars used for transporting coconut oil have any special type of lining, since the tanks are not affected by the oil, nor is the oil affected by coming in contact with the metal, provided the tank is thoroughly clean. Tank steamers going out to the Orient generally carry any of a variety of liquid type cargoes, and it is imperative that such tanks be cleaned on arrival at Manila before taking on a shipment of coconut oil. The tanks are generally flushed many times

(Concluded on page 65)

**The S.S. "Elizabeth Kellogg" riding at anchor in Manila Bay about to start on trans-Pacific voyage with her tanks loaded with a cargo of coconut oil.**





## Personnel

J. E. Barwin, for several years engaged in the grain shipping business at Minneapolis and prior thereto, traffic manager of the Sheffield Elevator Co., has become traffic manager of the Federal Surplus Commodities Corp. at Washington, D. C. He will have charge of all traffic details, including routings of F.S.C.C. food purchases under the lend-lease aid to Britain program. Wilson Clark will be in charge as traffic manager of all F.S.C.C. purchases for Red Cross exporting.

W. A. Angus, traffic manager of Pennsylvania Sugar Co., was named treasurer of the Traffic Club of Philadelphia at a meeting of the board of governors on April 15. He succeeds T. N. Butler, of Wistar, Underhill & Co., who resigned.—*Jones.*

Joseph M. Arnold, chief transportation inspector, U. S. Army, resigned, has been appointed administrative director of the Academy of Advanced Traffic, New York City. Mr. Arnold was before his Army connection traffic manager of the General Chemical Co., in charge of all phases of the company's transportation services. He was also traffic manager of the Port of Camden, N. J.

M. E. Crowl, general manager of the United Warehouse Co., Wichita, Kansas, was elected president of the Wichita Warehouse and Transfermen's Assn. at its annual meeting April 2. D. W. Heidrick, secretary of the Cassell Transfer & Storage Co., was elected vice-president. J. F. Dee of the Yellow Van Transfer and Storage Co. was re-elected secretary-treasurer.

Joseph A. Allain has become Western traffic manager of the Alcoa Steamship Co. (Aluminum Line), with headquarters in Chicago. J. W. Sewell, who has been acting Western traffic manager, has been transferred to the New York office.

G. C. Heiden, traffic manager and purchasing agent of the Shadbolt & Boyd Co., has been elected president of the Milwaukee Traffic Club, succeeding H. A. Wilson, Erie Railroad, who has been transferred to Jamestown, N. Y., as division freight agent.—*W.T.N.B.*

C. M. Biggs, assistant general freight agent of the Southern Pacific R. R., has become general freight agent, with headquarters in Los Angeles.—*Gidlow.*

Walter Theis, traffic manager of the Johns-Manville Co., San Francisco, has been transferred to the Waukegan, Ill., office.—*Gidlow.*

William B. Carlson, Central Warehouse Co., St. Paul, Minn., was elected president of the Minnesota-Northwest Warehousemen's Assn., at its 31st annual meeting at Minneapolis, April 17. Other officers elected were Arthur L. Carr, Northwest Warehousing Co., Minneapolis, vice-president, and Ferris B. Martin, Minneapolis, secretary-treasurer. Directors were: George LaBelle, John J. Olmscheid and George Gohlke, Minneapolis; Dan Shirley, St. Paul; L. V. Perry and Ray Hall, Duluth; R. M. Johnson, Sioux Falls, S. D., and S. J. Schneider, Fargo, N. Dak. Wm. L. Davis, Minneapolis; Fred Snodgrass, Aberdeen, S. D.

M. M. Rose has been appointed general traffic manager of the Milcor Steel Co., Milwaukee, Wis., succeeding L. R. Conger, who retired after 25 yrs. in that position. H. J. Hufler has become Eastern district traffic manager of the company.

R. H. Hallett has become acting director of the division of regulation of the Maritime Commission, to fill

the vacancy created by the resignation of L. C. Nelson, former director. The latter is now assistant director in the Interstate Commerce Commission's Bureau of Traffic, having taken that position as a result of the enactment of the Transportation Act of 1940 putting domestic water carriers under the Commission's jurisdiction. Mr. Hallett has been with the Maritime Commission and its predecessor, the U. S. Shipping Board, for 20 yrs. The division of regulation supervises conference agreements, investigates and hears complaints of unfair shipping practices and regulates the rates of carriers plying between the United States and its possessions.

E. S. Kramer has been appointed president of Kramer Bros. Freight Lines, Inc., Detroit, to succeed his father, the late S. S. Kramer. The Kramer interstate operations extend into Ohio, Illinois, Michigan, Pennsylvania, Maryland, New York and New Jersey.

Col. Walter E. Hegeman, vice-president and operating executive of the New York Terminal Warehouse Co., Inc., New York City, was the guest of honor at the April 3 inspection and review of the Fourth Regiment of the New York State Guard, held in the Jamaica Armory. Colonel Hegeman was the first commander of the regiment and one of those who helped organize it 4 mos. ago to replace the Queens and Nassau National Guard units called into Federal service. Colonel Hegeman rose to the rank of major in the last war when he was a member of the 104th Field Artillery.

Col. T. H. Dillon has been appointed by the War Dept. as Chief of the Transportation Div. of the Office of the Quartermaster General. He fills a vacancy that has existed for several months. His duties will be to control and coordinate all War Dept. traffic moving by any commercial transportation means. He will also supervise transportation of troops and individuals by commercial means and will direct the Army Transport service. Col. Dillon, who has been a member of the Corps of Engineers Reserve, has had 10 yrs.' experience in all phases of commercial transportation with the United Fruit Co. He is a graduate of the U. S. Military Academy, became a colonel in the army in 1918 and was awarded the Distinguished Service Medal for meritorious service. He served as technical advisor to the American Peace Commission in Paris from December, 1918, to August, 1919. Later he became professor of electrical engineering at the Massachusetts Institute of Technology and left this position to become professor of public utility management at the Graduate School of Business Administration at Harvard. He became division manager and assistant to the president of United Fruit Co. in 1926.—*Manning.*

Lt. Col. C. Lloyd Middleton, formerly with the Quartermaster General's office at Washington, D. C., as officer in charge of transportation, has become post quartermaster at Fort Sam Houston, San Antonio, Texas.

William Haywood, freight traffic manager of the Illinois Central R. R., has become president of the Traffic Club of Chicago. Those elected to serve with him are as follows: first vice-president, A. H. Schwieter, traffic director, Chicago Assn. of Commerce; 2nd vice-president, E. B. Finegan, chief traffic officer, Chicago, Milwaukee, St. Paul and Pacific R. R.; 3rd vice-president, S. L. Felton, general traffic manager, Acme Steel Co.; treasurer, R. J. Wallace, traffic manager, Jacques Mfg. Co., and secretary, D. W. C. Becker, traffic management department, La Salle Extension University.

George G. Roddy, vice-president and general manager of the Interlake Terminals, Inc., and treasurer of  
(Continued on page 57)



## FROM The Capital

### Courts Must Decide Exemption of Helpers, Etc.

While the Interstate Commerce Commission has found that mechanics, loaders and drivers' helpers employed by common, contract and private motor carriers affect the safety of operation of motor vehicles, General Philip B. Fleming, administrator of the Wage and Hour Division, states that the courts may well agree with the view previously expressed by the Division that the exemption of these workers from the 40-hr. work week of the wage and hour law does not become operative until the I.C.C. begins actual regulation of their hours of service.

The Administrator's statement was in regard to an opinion of the Commission in Ex Parte No. MC-2 and Ex Parte No. MC-3 to the effect that such employees affect the safety of operation of motor vehicles and are, therefore, subject to the Commission's jurisdiction to prescribe hours of service pursuant to the Motor Carrier Act.

General Fleming stated:

"The Interstate Commerce Commission has just published its report containing a finding that mechanics, loaders and drivers' helpers (including conductorettes and armed guards in armored trucks) affect the safety of operation of motor vehicles and are, therefore, subject to the Commission's authority to prescribe qualifications and maximum hours of service pursuant to section 204a of the Motor Carrier Act. The Commission has not yet issued any regulations concerning maximum hours of service for these classes of employees and must hold further hearings before so doing.

"Section 13 (b) (1) of the Fair Labor Standards Act provides an exemption from the overtime provisions of the Act for any employee with respect to whom the Interstate Commerce Commission has power to prescribe qualifications and maximum hours of service pursuant to section 204a of the Motor Carrier Act.

"I have stated in the past that in the opinion of the Wage and Hour Division, the exemption provided by section 13(b)(1) does not become operative until employees, for whom the exemption is claimed, are actually regulated by

the Commission as to their hours of service. It may be that the courts will adopt this view.

"I wish also to point out that at least 2 courts have already held that in suits under section 16 (b), courts may determine what employees lie within the Commission's power to prescribe hours of service and may reach decisions different from those reached by the Commission."—Manning.

### Adequate Supplies of Cocoa Available

Despite record high imports of about 729 million pounds in 1940, about 123 million pounds above the 1935 figure and high-level warehouse stocks, cocoa prices continue to increase. According to the New York Cocoa Exchange, warehouse stocks on April 1 were 1,295,769 bags, compared with 1,059,542 bags at the same date in 1940.

There are adequate supplies of cocoa in the country at the present time to meet consumer demand for more than 6 mos. and Western Hemisphere producers normally supply us with 2/3 of our requirements. Heavy arrivals of cocoa in 1940 did not counteract the effect on the market of possible shipping difficulties, and increased freight rates are blamed for present high prices.

According to the Retailers' Advisory Committee, an increase of 100 per cent to present rates, which in some quarters are quoted at \$50 a ton from Africa to the U. S., results in an increase of only slightly more than one cent a pound. Prices in recent months have increased more than 2 cents a pound. According to the Advisory Committee, price rises have apparently resulted almost entirely from speculation and unwarranted apprehension of inadequate supplies.

### Defense Conference on Consumer Goods

The Defense Conference on Consumer Goods will be held in Washington, D. C., May 2. The meetings will be in the auditorium of the Dept. of Commerce, starting at 10 a.m.

Speakers will include representatives of industry and distribution, government and defense activities.

The meeting has been limited to consideration of the problems of the food, dry goods and clothing fields. Raw materials, plant capacities, the impact of government buying for defense, the lend-lease bill and the possible contingency of full employment will be discussed.

### Coffee Stocks Large

The supplies of coffee in or afloat to the United States on April 1 were 2,895,000 bags, as compared with 1,470,000 bags on April 1, 1940, and 1,445,000 bags on April 1, 1939. As of April 8, there were 978,800 bags of coffee afloat to the United States, compared with 505,400 bags last year on the same date.

As to quotas, the inter-American coffee agreement is expected to come officially into force in the near future, at which time a delegate representing this country will be appointed to the Inter-American Coffee Board. The quota has, for all practical purposes, been in effect since Nov. 28, 1940, and Haiti, Venezuela, and Brazil have already sold their entire allotments. The visible supplies in Brazil at the present time are over 2 million bags, against 990,000 bags last year and it remains to be seen whether the quotas will be increased.

### Fear Priorities May Hit Trailer Industry

The Truck Trailer Manufacturers Assn., Chicago, fearful lest the pressure of priority orders deprive the industry of necessary materials, is taking steps to convince the Government of the value of trailers in defense. Heading a newly created defense cooperation committee is W. B. Payne of Henderson, N. C. His committee will work with the O.P.M. and other Government groups in evolving standard specifications for truck trailers ordered by the War Dept.

### POSITION WANTED

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# War Aid Presents a Packaging Problem

## War Department Desire for Standardization, Shortage of Materials, and New Packaging Developments Feature 11th Annual Convention of American Management Assn., April 1-4

**A**S a result of current conditions brought on by aid to Britain and defense preparations, the ingenuity of the packaging industry will be put to a great test in overcoming requirements for standardization, shortage of materials, etc. This was brought out at the 11th annual convention of the American Management Assn., held in Chicago, April 1 to 4.

Requirements of the Army and Navy on shipments of goods ordered are unduly troublesome and differ from standard packing practices, it was indicated. These requirements, it was stated, have in a large number of cases increased container costs over 50 per cent. The biggest source of criticism was the insistence by the Government on heavier containers than those used in ordinary practice. This applies to meat shipped in tin-plate containers, soap in wooden boxes and wet battery shipping boxes which varied widely from I.C.C. regulations. Pharmaceutical and other companies also pointed out that Government specifications called for different container sizes and shapes than are used commercially. One explanation for the rigid Government specifications is that packing must be able to stand many and more severe handlings and the possibility of storage in the open air.

Announcement by Alex Pisciotta, director of the Bureau of Weights and Measures, New York City, that Federal bills were in preparation to standardize carton and other package sizes, brought forth a discussion that was not altogether favorable to such action. Many of the members thought this an inopportune time to introduce such legislation, pointing out that the application of specific standards would involve millions of dollars in changes in expensive packaging equipment at a time when the machine tool and equipment makers were tied up with defense orders.

### 3 Bills by June

A special committee, of which Mr. Pisciotta is chairman, has prepared 3 bills which it is expected will be presented in a final draft to the National Conference of Weights & Measures in Washington this June. These bills cover the standardized packaging of dry staple food products, edible oils and syrups, and canned fruits and vegetables and their juices.

As regards dry staple food products, the standardization bill means, in effect, that these products, whether packed in the customary cardboard or paper package or in glass and metal containers, must be of the prescribed standard capacity weights of  $\frac{1}{8}$ ,  $\frac{1}{4}$ ,  $\frac{1}{2}$ ,  $\frac{3}{4}$ , one and  $1\frac{1}{2}$ -lb. and multiples of a pound with the exception of candy, which may be sold by numerical count in units of 12 or fewer.

Edible oils, syrups, honey and molasses, covered in the 2nd bill, when sold by liquid measure, must be packaged in quantities of 2 and 4 ounces,  $\frac{1}{2}$  pint, one pint, one quart,  $\frac{1}{2}$  gal., and one gallon and multiples of a gallon. Honey and molasses may also be sold by net weight. The standard capacity for these 2 commodities, however, when sold by net weight, must be  $\frac{1}{8}$ ,  $\frac{1}{4}$ ,  $\frac{3}{4}$ , one, and multiples of the pound.

The 3rd bill concerns itself with the standardization

of canned fruits and vegetables and their juices. Under the first provision of this bill, fruit and vegetable juices in containers of any description must be packed only in the following standard fluid capacities: 8 and 12 ounces, one and  $1\frac{1}{2}$  pints, one quart,  $\frac{1}{2}$  gal., 3 qts., one gallon and multiples of the gallon. An exception is made of the 6-fluid-ounce container, with the restriction that it be used exclusively for consumption on the premises.

The latter half of the 3rd bill relates to the more complex problem of the standardization of canned fruits and vegetables. Seven general sizes are provided for. One of these sizes is restricted to the packing of fruits and the other to the packing of vegetables. The great number of special sizes now in use is reduced, under this bill, to 14 cylindrical and 2 rectilinear sizes. "We are guided," Mr. Pisciotta said, "by the idea that eventually the industry will eliminate all special sizes and confine the packing of fruits and vegetables to the 7 basic general sizes."

### England's Experience

What is happening in England as a result of new packaging requirements under the stress of war was explained by I. M. Sieff, vice-chairman of Marks & Spencer, Ltd., London, a chain of 236 stores. Mr. Sieff explained that every effort was being made to conserve materials. Wrapping of packages, except where necessary for preservation, is banned and cartons are being discouraged. Tinplate containers are prohibited for many domestic products. Substitutes are being used by firms which formerly marketed their products in collapsible tubes and aluminum closures.

Mr. Sieff also stated that aluminum foil as inner wrappings in cigarette packages is now eliminated. A campaign for eliminating the carton altogether is being launched by business leaders. One biscuit company is paying prices ranging up to one shilling for returned containers. Labels on packaged goods are limited to an area not to exceed 20 sq.in. This has meant the redesigning of labels in the long, narrow type which run around the can with vertical dimensions of 2 in. or less.

Tinplate containers in England are prohibited for many commodities such as for cat, dog and bird foods; cosmetics, biscuits, sweets and for display purposes. Coffee may be retailed only in returnable 4-lb. tins. This order, however, does not affect packaging for export.

Exhibits at the convention revealed a number of interesting developments, such as a tin can with 4 compartments, depicted in a "packaging of the future" display. The "Quadrican," on which patents are pending, will contain 4 different foods in separated compartments, enabling the housewife to heat liquids and solids at once, simply by immersing the can in hot water. Typical food combinations in the 4-part can would be a chicken dinner including soup and 2 vegetables, frankfurters and beans with vegetables, corned beef, cabbage and soup, a New England fish dinner, spaghetti and meat dinners or complete Chinese meals. The can also offers the possibility of adaptation for



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E. I. DuPONT de NEMOURS & CO.	NESTLE'S MILK PRODUCTS, INC.	WOOLRICH WOOLEN MILLS
E.T. & W.N.C. MOTOR TRANS. CO.	NORTH PIER TERMINAL CO.	THE YALE & TOWNE MFG. CO.
THE EAGLE Picher LEAD CO.	NORTHRUP KING & CO.	ZENITH RADIO CORP.
EAGLE-PICHER MINING & SMELT. CO.	THE NORWICH PHARMACAL CO.	ZIMMERMAN PORTABLE CONTAINER CO.



related pharmaceutical preparations, powdered products, etc., it is claimed.

The "future" exhibit also showed molded plastic food containers, so shaped as to conform to the products they contained. Corn, for example, would be marketed in a container designed like an ear of corn, or preserved fruit in plastic molds formed like the product with which they were filled. The "artificial fruit" would be displayed in fruit stores in tumbled fashion, for eye appeal and to stimulate piles of foods in their natural state.

This plastic container would be blown like glass, and the same machine that performs this operation would fill it with ingredients while it is still hot, thus heat-

sealing it. This economy would have a bearing on costs.

The application of pliofilm, a transparent sheeting material, to the packaging of cheese, was demonstrated. The Wisconsin State Dept. of Agriculture is cooperating with the manufacturer in the development of this idea which, it is claimed, will keep cheese fresh 4 times as long as when it is not packaged.

Plioilm also is being used for the first time in cold packing of produce where it is the only moistureproof material with dimensional stability. Another use is in bag form for food products containing juices or other liquids. Savings in freight charges are claimed because of the economy of space effected by the pliofilm bag in comparison with glass containers.

## T.N.E.C. Urges Encouragement of Industry

"... unless we are willing to invite eventually some form of the authoritarian state"

THE Temporary National Economic Committee, which officially went out of existence April 3, declared in its final report, based on some 20,000 pages of testimony taken since 1938, that business depressions cannot be eliminated through government spending and that neither can private enterprise and employment be sustained by such expenditures. Encouragement of private industry and use of private capital was urged, "unless we are willing to invite eventually some form of the authoritarian state."

Recommendations to Congress for the repeal of the Miller-Tydings Act, establishment of national charters for corporations and increased appropriations for the Federal Trade Commission and the Department of Justice to expand anti-trust policing, were other features in the report.

### Attacks Basing Point

The basing point pricing system is illegal, the committee reported, adding that this system is used in many industries as effective devices for eliminating price competition. The elimination of such a system under existing laws, the report stated, would involve a costly process of prosecuting separately and individually many industries and place a heavy burden upon antitrust enforcement appropriations.

The T.N.E.C. lists iron and steel, machinery and cement among the industries using the basing system. It says that during the past 20 yrs. these systems and variations of such systems, "known technically as 'zone pricing systems' and 'freight equalization systems,' have spread widely in American industry."

Because such systems have resulted in uneconomic and often wasteful location of plant equipment, the report said, it is recognized by the committee that the abolition of basing point systems should provide for a brief period of time for industries to divest themselves of the "monopolistic practice."

A long list of recommendations was made by the committee. The report was submitted by Senator O'Mahoney, chairman of the T.N.E.C., and who headed the committee from start to finish during the 3-yr. investigation.

The committee gave full approval of the declaration that recommendations made "for the maintenance of a competitive productive system and a free market place should have a salutary effect in passing on the gains of technology to all who participate in our economic life."

Dealing with decentralization of industry, the committee said its investigators offer ample evidence of the dangers of size and concentration of plants and industries.

"We, therefore, submit to all public and private bodies responsible for industry location the desirability of decentralizing industry to the end that the maximum economic benefits can be secured from plants operated at their most efficient size, the depressing aspects of the factory system be prevented, and the American way of life be preserved," the report said.

The report held that the corporation has been the principal instrument of concentration of economic power, and as a remedy, recommended that the suggested national charter law outlaw interlocking directorates and make corporation directors liable personally for antitrust offenses.

In a brief reference to curtailment of production and the stimulating of competition, the committee said that the basic solution of curtailed production for selfish ends is to be found in the development of competing industries and firms. In this period of government aid for defense purposes, the committee reported, it is urged that the Congress and the President allocate funds in such a manner that monopoly control of basic products be eliminated to insure an adequate supply at competitive prices, so that competition may develop which will prove effective in the peacetime period following the defense effort.

### Federal Licensing of Industry

With 3 members dissenting, the committee endorsed the principle of national standards for national corporations and recommended that Congress enact legislation to this effect. This proposal would take the form of a Federal licensing law for corporations. Senator O'Mahoney long ago introduced a bill for such licensing. Those who dissented pointed out that it is not clear whether statutory prohibition of certain corporate practices is envisaged or whether complete charters for national corporations are contemplated or both. However, they are not opposed to legislation which would outlaw specific corporate practices "which have been proved to this committee to facilitate the undue concentration of economic power."

The report also urges revision of the patent laws to prevent monopoly. It desires unrestricted patent licenses, with judicial or administrative machinery to determine reasonable royalties, and would permit any-

(Concluded on page 28)

# Field Warehousing as a Wholesale Selling Tool

**Many Benefits to Wholesalers Who Have Only Recently Taken Advantage of This Credit or Collateral Arrangement with Banks. Working Capital Loans Are Borne Entirely by Inventory**

**By JOHN H. FREDERICK**

*Professor of Transportation and Industry  
School of Business Administration  
The University of Texas*

**M**ANUFACTURERS who want to borrow money on certain types of finished, semi-finished or raw materials have long been able to make use of field warehousing arrangements so that goods may remain on their premises but at the same time become acceptable as collateral for bank loans. It is only recently, however, that the same sort of credit or collateral creating arrangements have been used as a tool of wholesale distribution. Field warehousing is so well adapted to wholesale operations as a means of aiding distributors to secure low-cost bank credit that it is a wonder that it has not been used more widely.

When a field-warehousing set-up is employed by a wholesaler, the goods are placed actually and legally under the custodianship of a bona fide warehouseman, become liquid assets, and are available for use as collateral, but at the same time are not removed from the borrower's premises. Should, however, these same goods be stored in a storeroom not under the control of a field warehouseman, or in a privately-operated warehouse, they would have no collateral value in themselves, in the eyes of bankers. In order to become liquid assets, stored goods must be removed from the possession of a wholesaler or distributor and placed under the custody of a person lawfully engaged in the business of storing goods, belonging to others, for a profit, a bona fide public warehouseman.

## 2 Field Warehousing Arrangements

There are 2 field-warehousing arrangements now extensively used in wholesale distribution:

1. A wholesaler of groceries, drugs, or hardware, for example, may arrange with his bank so that shipments are received from various manufacturers, or other producers, in carload quantities under order bills of lading with sight drafts attached. The bank pays for the goods upon arrival and takes the receipts of a field warehouseman as security for these advances. Before the first shipment under this arrangement arrives the field warehouseman has leased a certain amount of space in the wholesaler's own building into which the goods are unloaded as the cars come in. No goods may be withdrawn from this leased space by the wholesaler unless word is received from the bank that its claim has been satisfied, by a cash payment. All arrangements with suppliers and the initial arrangements with the field-warehousing organization are made by the wholesaler. Field warehousing is employed for the bank's protection so that it may always have a tangible lot of goods as collateral—goods which are soon going to be sold.

Under arrangements like this, wholesalers operate their own warehouses from which case lot or less-than-case, deliveries are made to customers as they are accustomed to do, and their usual business methods are not interrupted or subject to delay. The part of their

storage facilities devoted to large quantity storage is, however, no longer under the control of the wholesaler, but he may make withdrawals whenever necessary and whenever he is ready to make a payment to the bank. Goods may be made available for sale in a matter of minutes, or as new shipments arrive they may be pledged, through the field-warehouse organization, for their full collateral value to provide additional working capital so that all discounts may be taken, advantageous spot purchases made, and inventory needs anticipated.

2. A manufacturer of high unit value products such as radios or electric refrigerators may consign goods to himself in care of a field warehouse established on a distributor's premises. Title to these goods remains with the manufacturer and they are released to the distributor only in accordance with the manufacturer's instructions to the field-warehousing organization. The distributor pays the manufacturer direct in some cases and in others pays the field warehouseman; but in any event the goods are paid for before they are released from the field warehouse. Initial arrangements with the field warehousing organization are made by the distributor and manufacturer in cooperation. An arrangement of this sort is primarily for the benefit of the manufacturer who is thus able to make maximum quantity deliveries, never less than a carload, to each distributor; to arrange shipments at convenient times; and to obtain field-warehouse receipts which may be used as collateral. At the same time, the distributor is able to make advantageous use of otherwise idle storage space.

Field warehousing is thus becoming an important wholesale selling tool because:

1. Manufacturers are able to prevent losses from the failure of wholesale customers or claims of other creditors against a customer's assets. Goods do not leave the field warehouse until paid for.
2. Manufacturers need no longer supply stocks on consignment to wholesale outlets which are large enough to warrant setting up a field warehousing arrangement.
3. Manufacturers ship only in car-load lots and obtain cash returns almost at once.
4. Manufacturers ship goods as manufactured and buy the fewest physical movements between points of production and effective consumption, the goods being placed, in one delivery, at the point where they are to be sold.
5. Wholesalers are able to buy in carload quantities for cash, thus obtaining maximum discounts.
6. Wholesalers are able to get a return from warehouse space which has been a dead investment for many of them during recent years.
7. Wholesalers reduce the amount of capital required

for adequate stocks and make more profit because of reduced fixed investment and operating costs.

In the last analysis, field warehousing is nothing more than the extension of the process of public warehousing. The warehouse goes to the product instead of the product to the warehouse, thus making available the financial services offered by public warehousing organizations. In addition, the cost of field warehousing is only a small part of the cost of storage in other types of public warehouses. This is so because:

1. Cost of transportation—railroad or long-distance or local truck—between point of production and a public warehouse, and from a public warehouse to the wholesaler, is avoided.

2. There is less damage to containers as a result of transportation and rehandling.

3. Lost time and lost motion with the resultant expense to the storer is reduced.

4. Field warehousing charges are calculated on a lower basis because investment in building, equipment, etc., has already been made by the storer and does not, therefore, fall upon the shoulders of the field warehouseman.

There are several steps in setting up a field-warehouse, all of which should be taken into consideration by manufacturers or wholesalers who may contemplate their use:

1. **The Warehouseman.** The selection of a bona fide public warehouseman is the first consideration. This selection is sometimes made by the storer, acting alone, but more often under the advice and guidance of the bank which intends to loan on the warehouse receipts. By the terms of the Uniform Warehouse Receipts Act which has now been adopted by every State except New Hampshire and South Carolina, a warehouseman is defined as "a person lawfully engaged in the business of storing goods for profit." No one but such a warehouseman may issue valid warehouse receipts which will give adequate protection to their holders. The fact that the person purporting to issue valid warehouse receipts is independent of the storer, and that he maintains a warehouse is not in itself sufficient. The courts have frequently held invalid a transaction involving a sham warehouse set-up, or one controlled by the storer or borrower. Such warehouses are frequently known as "subsidiary warehouses," that is, warehouses subsidiary to the storer.

The courts have also held that, "there can be no question but that bona fide warehouse companies specializing in field warehousing are storing goods for profit because that is their sole means of revenue." The same statement applies also to any bona fide general merchandise warehouseman conducting field warehousing operations, since he is conducting them for a profit. The profit motive is an essential factor in determining whether or not a warehouseman comes within the definition of the Uniform Warehouse Receipts Act.

2. **The Place of Storage.** The essence of field warehousing is in the creation of a bona fide public warehouse in some building or place where the goods or products are ordinarily kept or handled. Generally where field warehousing is used in wholesale distribution, the actual place of storage is a building, space in a building, a storage tank or space on the ground on the premises of the storer where the commodity or commodities are to be distributed. The space is leased to, and controlled by, the public warehouseman. The essential point is that the warehouseman shall have the exclusive right to the possession of the premises. The actual place of storage is then immaterial.

3. **Change of Possession and Control.** The most important factor in any field warehousing set-up is the change of possession and control over the goods, rather than the place of storage. The storer, whether he be a wholesaler or manufacturer, must have no access to the

goods and notice must be given to everyone that the goods in storage have changed possession. The best and safest way of giving notice is by posting a sufficient number of clearly worded signs stating that the premises are being operated as a warehouse and that the goods stored therein are in the possession of the warehouseman. This is the practice of all field-warehousing organizations.

4. **Segregation of the Goods.** The Uniform Warehouse Receipts Act requires that a warehouseman shall "keep the goods (except fungible or interchangeable goods) so far separate from the goods of other depositors, and from goods of the same depositor—as to permit at all times the identification and redelivery of the goods deposited." The plain intent of this provision is that other goods shall not be permitted to intermingle with the goods against which a warehouse receipt is issued. To allow the storer to keep his own goods, to which he has access or over which he exercises any rights of possession, in the same premises with field-warehoused goods is inconsistent with the concept of exclusive possession and control by the warehouseman. The more careful warehousemen will not permit such a condition to prevail during a field-warehousing operation. In every case, each stack or pile of goods, or tank, or container is placarded so as to show clearly the identity of the products and to whom they are pledged.

5. **The Custodian.** In every field-warehousing operation it is necessary for the warehouseman to employ a local agent, known as the custodian, to attend to the details involved in stock-keeping, receiving into and releasing from storage. It is a common practice among firms engaged largely in field warehousing operations to employ, as custodian of the goods, an employee of the storer who, during the operation, is paid by the warehouseman. This practice has sometimes caused doubts to arise in the minds of those who are unfamiliar with field warehousing procedure, but there is not a single case in which a court has held a field-warehousing operation invalid because the custodian was a former employee of the storer. On the other hand, there are a number of cases in which the court has approved the practice of employing a former employee of the borrower as custodian.

Warehousemen contend that, as a practical matter, a former employee of the borrower is frequently the best custodian for the reason that some special knowledge or experience may be required to properly care for the goods. Critics of this practice apparently base their objections on the supposed ground that a former, and prospective, employee of the storer is apt to be influenced by the storer, and that the result may be dishonest abstraction of, or access to, the goods stored. In so doing they completely overlook the fundamental fact that the responsibility is solely that of the warehouseman. The warehouseman, and he alone, is legally charged with the care and preservation of the goods represented by this receipt. His liability to 3rd parties who rely on his receipt cannot in any way be affected by the fact that goods may have been improperly withdrawn by connivance between the custodian and a former, or prospective employer. The warehouseman assumes the entire risk, and the lender, having assured himself that the warehouseman selected is responsible and bona fide, need not look beyond the receipt in his possession which represents the stored goods.

When wholesalers or manufacturers use field warehousing as a distribution tool their working capital loans are borne entirely by inventory. This is logical for wholesalers or distributors whose chief assets are their stocks of goods. Those who use this method find that loans on warehoused goods cost them less to obtain; are more flexible, since they fluctuate with seasonal needs; and assure the borrower of always having an adequate stock on hand.



## IN THE *Cold Storage* FIELD

### Would Put N. Y. Warehouses in Factory Class

J. R. Shoemaker, chairman of the legislative committee of the New York State Assn. of Refrigerated Warehouses, warns of pending legislation that not only affects refrigerated warehouses but all those engaged in general merchandise and furniture warehousing as well.

About a year ago, the N. Y. State Labor Dept., through its inspectors, made some very unreasonable demands on several refrigerated warehouses in various cities. These inspectors attempted to set up requirements that put these warehouses directly into a factory classification, involving expensive reconstruction and equipment to comply with factory rules. The basis of this action was that fruit packing (apples and pears) was being carried on in these premises for relatively short periods during the year and, therefore, brought these warehouses under a factory classification, according to the inspectors' attempted ruling.

The warehouses involved readily consented to comply with a few of the demands that were relatively inconsequential, but when it came to expensive reconstruction of stairways, elevator shafts, fire escapes, etc., they demurred to these provisions of the order issued by the State Labor Department.

An appeal was taken to the Board of Standards and Appeals and a hearing was held at Albany last November. The Board has just handed down its decision which, by a 2 to one vote, sustains the order as issued, with the result of practically giving warehousing a factory classification.

This is considered a threat to all classes of warehouses, something that cannot be ignored, as conceivably packing and other usual handling that is done in merchandise and household goods warehouses will be very quickly construed to be a factory operation.

On March 6, a bill was introduced by Senator Bewley, No. 1318, print Nos. 1629, 1849.—"Excerpts from definition of factory and mercantile establishment for labor law purposes, warehouses handling perishable agricultural products."

It is thought that the foregoing bill is important, but that the real emphasis should be in backing the appeal on the State Labor Department case now before the Supreme Court. A favorable decision in this will, in many ways, be more helpful to warehousemen than will a law that exempts merely the warehousing of perishable agricultural products.

To allow this order to stand without further appeal would open the door wide for all sorts of demands upon all types of warehouses by the factory inspectors.

### Cold Preserves Stored Nuts

Storage at 32 degs. in relative humidity of 65 to 75 per cent will keep in good condition for at least a year after harvest any of the nuts now important on the U. S. market—walnuts, pecans, almonds, filberts, and others—according to practical tests by the Bureau of Plant Industry.

In warm and moist storage, most nuts lose quality and crispness and eventually become rancid. Pecans are most difficult to keep fresh and flavorful unless stored at 32 degs., the bureau stated.

Even pecans may be stored for a full year, and if prices are low because of an exceptional crop, growers or dealers may find it an attractive speculation to hold surplus nuts in a cold storage warehouse for sale in the following season.

### Centralized Purchasing Plan for Army

Important progress has been announced by both the Quartermaster Corps and the Office of Production Management in connection with the development of a centralized purchasing plan and it now appears possible that the purchasing program for the Army on fresh fruits and vegetables will be in operation soon.

Douglas MacKeachie has been moved up to the position of assistant director of purchases, Office of Production Management. To do the work formerly handled by Mr. MacKeachie, Howard Cunningham, of the National Biscuit Co., has been called into Government service.

John Martin, chief of the perishable food section of the Subsistence and Supply Branch, Division of Purchases, O.P.M., has completed his original organization plans, and the War Dept. has announced the establishment of 28 of the 30 offices, contemplated for the purchasing of fresh fruits and vegetables, for the posts, camps and stations of 2,000 or more men in all of the 9 Army Corps areas. These offices were selected by Major General Edmund B. Gregory, Quartermaster General.

The 30 offices will be known as "market centers," located convenient to troop concentration points at the following cities (only 28 selected thus far): 1—First corps area, Boston; 2—Second corps area, New York City; Third corps area, Philadelphia, Baltimore and Norfolk; Fourth corps area, Fayetteville and Wilmington, N. C., Columbia, S. C., Chattanooga, Tenn., Atlanta, Savannah and Columbus, Ga., Jacksonville, Fla., Alexandria, La., and Hattiesburg, Miss.; Fifth corps area, Louisville, Ky.; Sixth corps area, Chicago; Seventh corps area, St. Louis, Topeka, Kan., and Little Rock, Ark.; Eighth corps area, San Antonio, El Paso, Galveston and Ft. Worth, Tex., and Oklahoma City; Ninth corps area, Los Angeles and San Francisco, Cal., Tacoma, Wash., and others to be selected.

Surveys are now being made on meats, poultry, eggs and butter. If the studies reveal that these commodities can be purchased through the market centers more advantageously than they are now being purchased by posts and cantonments, these products may be added to the perishable foods purchased by the 30 market center offices, according to the Assn. of Refrigerated Warehouses.

The entire program has been under the complete control of the Army Quartermaster General and the market centers will be in charge of commissioned officers of the Army. Assisting these Army officers, will be regularly employed civilian market specialists. Two assistants have been appointed to help Mr. Martin for the study of butter, eggs and dairy products, and an assistant to survey and develop a procurement program for meats. Mr. Martin's headquarters will be in Chicago at the Produce Exchange Bldg., 1425 S. Racine Ave.

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# WATERWAYS AND TERMINALS

## Rails Expect Greater Share of Great Lakes and Coastwise Cargoes

Defense officials, the Maritime Commission and the Interstate Commerce Commission are preparing data on the tremendous internal problem being created by the all-out effort to establish and maintain a "bridge of ships" to Britain and will soon report to President Roosevelt.

Only intercoastal shipping has been affected importantly so far, but an increasing proportion of the considerably greater cargoes normally transported in coastwise and Great Lakes vessels, it is expected, must be carried by the railroads, and to some extent by trucks and even pipelines. However, the problem is not simply one of a shift from water transport to land transport, but involves vastly complicated adjustments and consequences for both shipping and land carriers.

According to latest figures compiled by the chief of engineers in the War Department, which will co-operate with defense officials on the problem, close to 300,000,000 short tons of cargo are handled annually in coastwise and Great Lakes traffic, while intercoastal traffic via the Panama Canal is reported by the Maritime Commission to exceed 7,000,000 tons. This latter total, of course, is only part of the 26,000,000 tons moved through the Panama Canal in 1940.

Cargo priorities for defense have already been instituted. In addition, the newly-created Emergency Shipping Division of the Maritime Commission has devised a plan for diverting about 50 vessels from coastwise, intercoastal and Great Lakes routes and at the same time will guide more efficient use of available shipping. As the defense program expands, however, it is anticipated that these measures, plus the shipbuilding expansion, will necessarily be supplemented by a coordinated inland transportation.

President Roosevelt has designated a 3-man transport board to study the relative fitness and economy of the various forms of carriers in the light of defense needs, as required by the Transportation Act of 1940. The Senate has not yet confirmed the appointments which comprise Wayne Coy of Indiana, as chairman, Charles West of Ohio and Nelson Lee Smith of the New Hampshire Public Service Commission.

According to those in close touch with the Administration, the data on the transport situation now being gathered by other agencies will be made available to this new board, possibly in time for a summation and report to the President soon. The law stipulates that a preliminary report be made on or before May 1, 1941.

Most important efforts of the problem and its solution were summed up in transport circles lately as follows:

1. Benefits to long-haul carriers like Southern Pacific, Union Pacific, Santa Fe, Northern Pacific, Great Northern and Milwaukee and to other roads such as Missouri Pacific, Gulf, Mobile & Ohio, Southern, Atlantic Coast Line and Seaboard.

On the other hand, some carriers such as New York Central, Baltimore & Ohio, Boston & Maine, and others which receive cargoes from intercoastal and coastwise ships for movement into the interior may find a substantial part of this traffic cut off.

2. Probability of increased tightness in freight car supply, due to extraordinary traffic from water carriers and the longer use of cars in transcontinental or

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and

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other unusually long hauls. In turn, this may cause an increased tempo of equipment buying and possible revival of a car-pooling scheme.

At the end of February, the daily average surplus of freight cars had been reduced to 86,998, against 177,873 at the same time a year ago.

3. On the authority of Ralph Budd, transport member of the National Defense Advisory Commission, interruption to coastwise shipping would make the esti-

mate in March of 39,780,000 carloadings for 1941, a gain of 9.4 per cent over 1940, "far too small." The Bureau of Railway Economics furthermore estimated that without any considerable shift of waterborne traffic, the 1942 rail movement would reach 42,494,000 carloadings, a gain of 6.8 per cent in the year and 16.9 per cent higher than last year.

4. Relocation of supply points within the United States, due to higher shipping costs on rail or highway, would distort any estimate of the amount of benefit or loss experienced by land carriers. Thus, displacement of Southern bulk supplies, such as lumber, petroleum and stone, is conceivable in the Northern markets which might turn to the Middle West.

Against this, certain rails and truck operators stand to obtain almost undisputed benefits in such commodities as vegetables, paper, sulphur, chemicals, iron and steel and grain, it is believed.

5. Possibility of "emergency" rates on certain vital commodities may restrict the gain in revenues for rails and trucks still further, but the effect on citrus fruits, for example, might be to lift the pressure of the present water-competitive situation and allow a return to more remunerative rates.

Coastwise ship operators have been managing to clear at least one vessel a day from Florida ports to North Atlantic ports. Under the existing I. C. C. rate schedule, Atlantic Coast Line and Seaboard must meet the lower rates of the ship lines on sailing days only.

Since this is a difference of between 10 cents and 20 cents a box on the fruit, it is evident that the roads which handle over 40,000,000 boxes from Florida annually would gain appreciable additional revenues if the rates are either revised upward, or the ships are unable to maintain a full sailing schedule. Over 10 per cent of the Coast Line's revenues comes from this type traffic, while Seaboard obtains somewhat less.

The Atlantic-Gulf Coast Steamship Freight Bureau, in petitioning the I. C. C. for an increase in rates, said that the 68 different steamship services a year ago between North Atlantic and Gulf ports had been cut to 14. Requisitions and transfers, moreover, are expected to reduce service further, to be accompanied perhaps by other rate increases.

As a rough outline of additional revenue possibilities of the railroads as a whole, it is figured that 1/4th of the coastwise and Great Lakes traffic may be diverted to inland transport. This would equal approximately 75,000,000 tons, and assuming for the sake of a concrete base that the average rail haul may be 500 miles, the gain would be some 37,500,000,000 ton-miles.

At an average of 1 cent per ton-mile, therefore, the rails might obtain additional gross revenues of some \$375,000,000. In 1940 the industry reported total operating revenues of over \$4,000,000,000. Freight diverted from the Panama Canal would also contribute to the "windfall," but the offsetting factor, as mentioned before, would be loss of traffic to and from the ship lanes.

### Chicago Stresses Water Diversion by St. Lawrence Seaway

Chicago business and industrial leaders have launched plans whereby that city may benefit to the fullest extent from the recently signed agreement between the United States and Canada covering construction of the Great Lakes-St. Lawrence seaway. At a joint meeting of the Chicago Plan Commission and the City Planning Advisory Board, in the city council chambers, speakers painted a picture of Chicago as a great world seaport and stressed the need for immediate development of concrete plans to capitalize on such possibilities. This proposal was referred to a sub-committee for study.

Meanwhile, in a formal statement, the Chicago Asso-

ciation of Commerce reiterated its long-standing position on the project, as follows:

"Resolved: that the position of the Association of Commerce in respect to the St. Lawrence project be confined to opposing any provision of a treaty or legislative enactment or any executive order which (a) impairs the sovereignty of the United States over Lake Michigan or (b) imposes any limit or restriction on the diversion of water from Lake Michigan at Chicago."

Continuing, the association's statement says:

"Advices received do not indicate that the highly important sanitation and navigation water diversion question has been left to domestic legislative adjustment, as had at first been reported. In fact, it has been reported that the St. Lawrence development, as comprehended by the 'agreement', would be at the expense of our Lakes-to-the-Gulf Waterway, in that any diversion of water over the present 1,500 per second feet (inadequate minimum) permitted in the United States, shall be arbitrated in Canada."

Supplementing this statement, Rufus W. Putnam, chairman of the association's harbors and waterways committee, declared at the joint meeting, that the entire Middle West should not relax its efforts to see that Congress maintains control of water diversion from the Great Lakes. This matter of diversion, he said, was too important to Chicago and the Middle West to permit the Association of Commerce giving attention to any other angle of the pact. The new agreement with Canada, Putnam declared, should contain a specific declaration that the United States shall have control of questions of diversion.

"More than that," he said, "the Chicago Association of Commerce feels that the agreement should contain specific provisions preventing the use and control of power development from the waterway to further any scheme for government ownership."

At still another meeting in Chicago on April 5, representatives of the State seaway commissions of Michigan, Minnesota and Wisconsin, discussed plans for organizing a campaign to secure Congressional ratification of the seaway agreement.

A. C. Carton, Lansing, Mich., was chairman of the conference. William G. Bruce, Milwaukee, chairman of the Wisconsin Seaway Commission, and R. F. Malia, Milwaukee, secretary of the Great Lakes Harbors Association, represented the Badger State. Minnesota's delegation was headed by Ronald D. Hunt, chairman of the State's commission, and Fred Kaiser, traffic manager of the Duluth grain exchange.

John S. Bukema, Muskegon, Mich., secretary of the Michigan Commission, said the campaign to secure ratification will emphasize the national defense aspect of the waterway with secondary stress on economic benefits for the Middle West.—*Slawson*.

### Ross Named to Lead Fight Against St. Lawrence Seaway

J. H. Ross, of New York, has been named chairman of the St. Lawrence Seaway Committee of the New York State Waterways Assn. to head that organization's fight against the waterways project, it was announced by George D. MacDonald, president of the association. Other members of the committee will be J. Frank Bedford and C. H. Callaghan, of New York; Charles W. Linsley, of Oswego; Frank H. Macy, of Rochester; Dwight Marvin, of Troy; Thomas J. O'Brien and B. D. Tammany, of Buffalo, and M. J. Powers, of Albany.

### Canada and the St. Lawrence

The Department of Commerce has issued the first of seven pamphlets on the St. Lawrence project, possibly with the intention of gaining a readier reception for the President's long-cherished plan. It discusses such matters as "opening the mid-continent of North America to ocean shipping at Great Lakes ports," "proceeding as expeditiously as possible with plans to construct a seaway for ocean-going vessels from the

(Continued on page 81)

# The Story of INSURANCE . . . .

by HOWARD S. TIERNEY

**A**FTER having decided on the agent or broker whom you want to represent you, a responsible member of the corporation or partner should be designated to take entire charge of insurance buying and supervision. As all insurance losses pertain to the finances of the business generally, this duty is usually given to the treasurer or controller. It is advisable that the person chosen be given sufficient time to make at least weekly inspections of the plant and equipment. He should be vested with the necessary control of the personnel and purchasing authority so as to be able to act immediately. He should at all times be kept advised of plans for development and changes in the business so that he might prepare in advance for all insurance needs.

Fire insurance covering buildings, bridges, structures, machinery, furniture, fixtures and stock, or property of others for which you have assumed liability should be purchased for as long a term as possible under a scheduled plan, in order to obtain the lowest rates. Values should be reviewed, at least annually, so that total insurance can be maintained at a minimum expense. At a slight additional cost, fire insurance policies may be extended to cover loss or damage caused by the perils of windstorm, cyclone, tornado, hail, explosion, riot, riot attending a strike, vehicles, falling aircraft or smoke from faulty operations of stationary heating apparatus.

If buildings are leased it is advisable to consider leasehold insurance.

If buildings are of a type that cannot be rebuilt under existing building codes, it is advisable to consider extra expense insurance.

## Structural Continuance

In addition to insurance against loss or damage caused by fire or one of the supplemental perils, it is possible to obtain insurance known as structural continuance insurance. This form of insurance insures the structural components of the building, such as exterior walls, chimneys, smoke stacks, pointing, caulking, waterproofing, including roofs, gutters, exterior leaders, skylights and fire escapes, against all physical damage, excluding loss or damage caused by fire, tornado or one of the perils insurable under the fire insurance form of policy. The insurance company provides a very rigid inspection service similar to that furnished by steam boiler companies and after the building has been placed in insurable condition likewise will pay for repairs and maintenance work necessary to maintain the structure. If you are interested in this type of insurance it is desirable for you to fully investigate the advantages of this type of coverage.

Rental value (comparable to use and occupancy insurance purchased by manufacturers) reimburses the assured for income lost from rentable portions of buildings damaged, or provides him with funds to replace the premises he occupies until the damage be repaired. A special form of this insurance may be written to protect the assured for losses of income during the year following the loss.

Bailees usually have considerable assets in accrued charges which ought to be insured, as these assets largely disappear in the event of a fire. Fine arts, furs,

**I**N his 6th and last article of a series, Mr. Tierney gives a resume and outline of various forms of insurance, important to shippers, warehousemen and others engaged in the field of transportation.

DandW readers are invited to contribute suggestions for editorial coverage on insurance problems that they feel will be of interest to the transportation field in general.

rugs, and similar articles can be insured under fire policies, but they are covered more adequately under the broader inland marine policies, as pointed out in the April issue article dealing with this type of insurance. Accounts and records, which are such an important part of any business, can best be insured under a special form of insurance devised for the purpose.

There are several miscellaneous forms of insurance written by fire insurance companies, such as tornado, cyclone, windstorm, riots, strikes, civil commotion, including vandalism, malicious mischief, earthquake, flood and water damage and sprinkler leakage. Most of these insurances should be considered by bailees relative to the individual risk. Providing legal liability insurance is not carried, it is advisable that bailees carry water damage, sprinkler leakage (when premises are equipped with sprinklers), riot, strike, and civil commotion insurance. Even though the owner or shipper might be adequately insured, his insurance carrier might take subrogation against the bailee in order to recover claims paid in many such losses.

The cost of riot, strike and civil commotion insurance, when insured annually, is small compared to losses when a strike occurs in your industry. With the continued labor unrest, it generally proves economical in the long run to insure the year round.

## Fire Loss Ratio Lower

The experience of fire insurance companies indicates that their loss ratio was 2.2 per cent lower for the year 1940 than for 1939. It is interesting to note that the operating results of the fire insurance companies for 1940 will show an improvement over 1939, notwithstanding increased expenses due to taxes. Although the income from investments fluctuates over a period of years, the income from this source is relatively steady and most of the larger fire insurance companies base their dividends on this source of revenue. In following this procedure, when there is a favorable underwriting profit, this is credited to surplus, and over a period of years the surplus of such companies has been very substantially increased in this manner.

There are certain forms of insurance that may only



be written in most States by insurance companies licensed to do a casualty business. Those forms relating to the warehouse and transportation business are the following:

1—Plate glass insurance covers breakage or damage to all exterior or interior plate glass.

2—Steam boiler and machinery breakdown insurance not only covers damage to the boiler through explosion, but damage to the building occupied and adjoining buildings. This form of insurance provides for periodic inspections, which are themselves worth the cost of the insurance, if faults are detected and damage to and interruption of business are prevented.

3—Workmen's compensation insurance is generally required by most States, the form of the policy and benefits being fixed by law. Most compensation laws are extra-territorial, covering any employe hired in the home State whose work takes him into other States. Many engaged in the transportation and warehousing business hire local help in other States which should be insured to conform to the laws of the State in which they are hired.

Since workmen's compensation insurance is a social measure and its benefits have from time to time been increased, there is little doubt but that this trend will continue. The basic rates are determined by the experience of the industry as a whole over a 5-year period. Most of the operators in the warehouse and transportation business pay sizeable compensation premiums, and as each policy showing a premium earned of \$500 or more is individually experience rated, it is obvious that the industry as a whole can to a large extent control and reduce the cost of this insurance. If the loss frequency through careful supervision and training of employes in accident prevention is lower than the average, he then can enjoy substantial experience credits from the basic rates.

#### Varying Experience

It is interesting to note the varying experience ratings of similar risks in the same industry where one operator will carry a debit rating and another operator conducting a business of the same size will have a substantial credit rating. It is not uncommon to have a spread of 40 to 50 per cent in the cost of their compensation insurance. When employers pay sizeable premiums for compensation insurance, you will find considerable time is devoted to the education of their employes in order to obtain substantial experience credits. In general, this study is along the following lines:

1. An examination of the physical condition of the prospective employe before he is hired.
2. The introduction of safety measures in protecting machines and automobiles or other operations of the business. It is recognized that it is the responsibility of the management to provide the leadership, inspiration and incentive, not only in giving the proper tools to the employes to work with, but also to supervise and train them in the safety methods of operation.
3. The management must provide a definite program for these activities although largely supervised and operated by the employes themselves. Injuries to employes not only reflect themselves unfavorably in the cost of your compensation insurance, but also in the loss of profits to the business which can to a very large extent be controlled through proper employment.

There are many industries where the physical hazards are considerably greater than those of your industry, where you will find successful operators are obtaining their insurance at sizeable discounts from the regular board rates of their industry. If your employes become convinced that the management insists

on a safe program, the desired result can and will be obtained.

It has been estimated by good authority that the actual insurance costs of an industrial accident are but one-fourth of the total cost. The indirect losses, such as lowered morale and decreased production, involve a dollars and cents loss approximated at 3 times the cost of the injury.

There are several methods available to large operators whose compensation premiums cost \$10,000 or more, after they have developed substantial credits, to make further savings or to qualify as self-insurers.

Social security, unemployment, and old age pension, although generally considered another form of tax, are in reality forms of compulsory insurance of a social nature. The benefits at the present time do not fully meet even the minimum needs, hence many farsighted employers are supplementing them with cooperative group life, accident and health, and pension plans of insurance.

Although it is believed that the present benefits will in time be increased, since they are handled by the various States and the Federal Government, there is little likelihood if industry waits for this development through the Government that competent operators will be able to enjoy any differential in the cost of this insurance. But there is some thought that if industry picks up and supplements the present plan with group life, group accident and health, hospitalization, and retirement plans, the competent operator could obviously obtain the insurance at a lower cost than would prevail under a paternalistic labor plan.

These social measures so closely relate to the problems under the compensation laws that this subject might well be studied by the industry as a whole at this time.

No one now denies the right of a competent employe to be compensated if he be injured in rendering services to his employer. Most employers would prefer the leveling off of business peaks so as to create regular employment for their employes, thus avoiding the need of unemployment insurance, but this, although it no doubt may be improved, cannot ever be entirely cured.

We are either going to attempt to lower the living standard or, in maintaining the present, agree that the wage paid must not only maintain that competent employe and his family during his 40 yrs. of service, but also be sufficient to maintain him after he reaches 60 and should be retired for many reasons. Knowing the frailties of all humans, a portion of the earnings during the productive years must be reserved to provide for this situation, if we are ever going to do away with the W.P.A.'s and increasing charitable demands. Surely this can be worked out better by industry with the aid of insurance companies under a plan in which the employe and employer will equitably share the cost of their individual enterprise, than for it to come through the pressure of labor on industry, as have most social measures.

#### Public Liability

Public liability insurance is needed not only to cover the premises occupied, but also operations conducted away from those premises, the employer in most States being liable for the acts of his servants or employes wherever they be in conduct of his business. An important and useful adjunct to this type of coverage is the property damage rider which may be obtained for a small additional charge.

Automobile liability and property damage insurance is another important form of public liability. Teams, hand trucks, motorcycles, and other vehicles or rolling stock should also be insured. It is essential that auto-

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## LETTERS TO THE EDITOR

### Shipping Premiums Without Penalty

WE have a problem where we wish to make a combination deal and ship a premium with our material. Since this premium is a higher-rated article than the merchandise we sell, we are concerned about paying a higher rate on that article.

Can you tell us if there is any way in which we can ship the article with our regular merchandise and not pay a penalty?—Reader.

**Answer.** The Consolidated Freight Classification provides a specific rule for such shipments. It is Rule 45 B. If you will refer to it you will find that you can ship without penalty.

### Seeks Low Freight Rate in West Coast Service

WE have been using the facilities of one of the carloading operators over the Calmar Line out of Philadelphia. Now that the Maritime Commission has canceled the "mixing rule," we find that the service is to be discontinued. Our problem is this: We have to have a service to the West Coast that will be somewhere in the same price class as well as time-in-transit, as we have built up the sales price of our material based upon the low freight rates. Can you advise us of a service that will replace the one we have been using?—Reader.

**Answer.** Rule 29 of the Calmar Line is being withdrawn as of May 1, and, as a consequence, the several carloading or pool car operators over that line will be forced to discontinue their service or raise their rates. There is a service (several companies run one) via the Morgan Line to Texas and the rails beyond to the West Coast and some intermediate points. This service is much faster than the one you have reference to, and there are 2 sailings per week. The rates are a little higher than those that you have been paying. The basis for these operators is the Trans-Continental Freight Tariff 1-U, A2 rates which are about the same as the D (Chicago territory all-rail). If you will ship via the line in question, it will give you the names of all the operators. Or if you care to, you can write us and we will send the names on to you.

### Wants Commodity Packaging Data

I AM trying to work out a problem in connection with a reasonable freight level on a relatively light loading commodity in fibreboard cartons. The article varies in size and dimensions, and different size containers are used. Therefore, the per foot cubical weight varies, and what I wish to obtain is data on different types of commodities and their cubical density or weight, according to given size containers.

It occurs to me that the warehousing industry must have data of this type in order to allocate warehousing or storage charges. Can you give me reference to such data and where same can be obtained?—Reader.

**Answer.** The information you desire can probably be obtained from a survey, entitled "Commodity Packaging Data," made by the United States Tariff Commis-

sion, Old Land Office Bldg., Washington, D. C. This can be obtained without charge.

The subhead of the survey reads, "Guide to current practices in the packaging of typical commodities that move in domestic and international trade."

If you find that the above information does not answer your question and will let us know what commodity you have reference to, we shall be pleased to try and get this information from some other source.

### Warehouse Regulation

I READ with deep interest your editorial "Regulations," as published in your March issue. I am wondering whether the industry is as fully alive to the situation and can see the trend toward regulation as clearly as you have.

One thing is very certain, that *DandW* can never be charged with having failed in its duty in not having given the clarion call to the warehousemen of what is in the near future. Your statements are very sane, nothing panicky. You have written with a clear understanding, and I only hope that the threat of regulation due to your very brilliant article will be impressed on the minds of the warehousemen and make them conscious of the fact that you sounded "Attention!!!"

My congratulations, and I am sure you will follow this up with other equally brilliant articles on this most pertinent subject.—George G. Roddy, Vice-Pres. & Gen. Mgr., Interlake Terminals, Inc., New York.

### Railroad Tariff Changes Affect Public Warehousing

THERE are 2 tariff changes that have been made recently which public warehousemen should consider. Since 1935, efforts have been made regularly to secure for North Atlantic ports the same treatment that has been accorded to Southern ports on import shipments placed in public warehouses. Testimony was introduced in Ex Parte 104, Part 6, which covered the practices of the storage practices of the railroads at New York, to show the preference given to Southern ports in this matter.

Supplement No. 34 to Agent Curlett's Terminal Tariff, I.C.C. A-620, which became effective on May 1st, applying to North Atlantic ports and to Albany, made changes which approximate the privileges in the South. It provided that import shipments, as defined in that tariff, will retain import status when placed in public warehouses, provided that the storer makes report to the Trunk Line Freight Inspection Bureau within 25 days of the arrival of the vessel at the port. This status may continue for 12 mos. from the arrival of the vessel.

To make this clearer, it should be understood that this change applies to warehouses other than bonded warehouses (not Internal Revenue Bond) as merchandise in bonded warehouses has retained its import status, but import shipments placed in other than bonded warehouses have been considered as domestic shipments when forwarded by rail.

The provision in the tariff mentioned covering the import certificate to be placed on bills of lading, and signed by the shipper, has been amended to include shipments from public warehouses. It requires that

the name of the vessel, the date it arrived at the port, the country of origin, and the name of the public warehouse shall be shown. The Trunk Line Freight Inspection Bureau has arranged for forms to be used in reporting the importation of merchandise that has been or is to be placed in a public warehouse, to give it the necessary information to be able to check the correctness of the information shown. With this additional provision in the tariff, it was recognized that a closer check would be necessary.

When merchandise in a public warehouse is transferred to a different ownership, the purchaser should secure the information mentioned, first to be sure that the merchandise was reported to the Inspection Bureau when it arrived at the port, and next to secure the information needed to properly complete the import certificate required by the tariff.

This matter has a more important aspect than may be thought at first glance. There may be no import freight rate applicable in some cases, and it will still be important to have the import status of the merchandise retained. On domestic shipments at the port of New York, when the railroad loads its lighter, there is a charge against the shipper, or the charge is advanced and is paid by the consignee, of 2½ cents per 100 lbs., which does not apply to import shipments. The consignees at interior points will quickly find that the freight charges on some shipments are higher than on others, and they will object to the payment of them.

The tariff change outlined will help shippers at the port of New York in their competition with other ports.

Another tariff change, initiated last year, and being added to from time to time, was the liberalizing of Rule 10 of the Consolidated Classification, brought about by the insistence of many large shippers. It permits the application of the carload rate to shipments making up a carload of miscellaneous shipments of different classification, and applies the highest carload minimum of any of the shipments in the carload. Any difference between the minimum and the actual weight in car is charged at the rate of the commodity taking the highest rate. In the last few years, many manufacturers have had to take on additional commodities, and this, and the fact that purchasers buy in smaller quantities, brought about the demand for the change mentioned. This change also helped the forwarder. It has not been of any material help to shippers generally, although, when tariff provisions are provided to take care of the unloading of carload shipments by the carriers, and the separation of same so that "split deliveries" can be made at an additional charge, there would seem to be many concerns that could combine their shipments with other concerns, load their freight at shipping point and have delivery made from the railroad platform at destination, with but a small addition to the carload rate. This is a service that is being opposed by warehouse associations and distributors in some parts of the country. The argument of the rail carriers is that the service is necessary in order to permit them to properly compete with trucking companies.

There have been articles in the press recently stating that the railroads would not permit the mixture of domestic and export and import freight in Rule 10 cars. This is not new. It has been a requirement for a long time that when any portion of the carload has been for domestic delivery, the carload rate on domestic freight should be charged. It is not a change in the practice of the railroads.

There are investigations by the Interstate Commerce Commission pending that will cover the above questions. These should bring out many interesting features on the details of Rule 10 and split deliveries—Reader.

## T.N.E.C. Urges Encouragement of Industry

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one to use a patent "who is willing to pay a fair price for the privilege."

Among other recommendations are the following:

Tax reductions on income from investment in new, independent businesses.

Legislation to prevent American corporations joining international cartels and restricting trade in areas of the world through use of patents.

Establishment of a continuing committee to study interstate trade barriers and to eliminate them.

Centralized government purchasing and the use of Federal procurement "to obtain the needed goods at the lowest price and without dislocating the general economy."

Registration of trade associations with the Federal Government.

## Shippers Expect Increase of 14.9% in Loadings

Freight car loadings in the second quarter of 1941 are expected to be about 14.9 per cent above actual loadings in the same quarter in 1940, estimates just compiled by the 13 Shippers Advisory Boards reveal.

On the basis of those estimates, freight car loadings of the 29 principal commodities will be 6,340,818 cars in the second quarter of 1941 compared with 5,519,565 actual car loadings for the same commodities in the corresponding period in the preceding year. All of the 13 Shippers Advisory Boards estimate an increase in car loadings for the second quarter of 1941 compared with the same period in 1940.

The tabulation below shows actual car loadings for each district in the second quarter of 1940, the estimated loadings for the second quarter of 1941, and the percentage of increase.

Shippers Advisory Boards	Actual Loadings Second Quarter 1940	Estimated Loadings Second Quarter 1941	Per Cent Increase
Northwest .....	398,903	514,690	29.0
Great Lakes .....	437,272	541,129	23.8
Allegheny .....	774,645	944,908	22.0
Pacific Northwest .....	190,645	219,933	15.4
Mid-West .....	688,666	782,385	13.6
Atlantic States .....	604,059	683,430	13.1
Ohio Valley .....	732,360	817,423	11.6
New England .....	103,628	113,684	9.7
Southwest .....	313,281	342,560	9.3
Southeast .....	618,725	671,694	8.6
Central Western .....	154,324	166,987	8.2
Pacific Coast .....	251,150	271,849	8.2
Trans-Missouri- Kansas .....	251,907	270,146	7.2
Total .....	5,519,565	6,340,818	14.9

The 13 Shippers Advisory Boards expect an increase in the second quarter of 1941, compared with the same period a year ago, in the loading of all of the 29 commodities except three. Among those showing the greatest increase are the following:

Iron and steel, 38.9 per cent; ore and concentrates, 35.3 per cent; machinery and boilers, 27.3 per cent; brick and clay products, 27.2 per cent; automobiles, trucks, and parts, 26.7 per cent; agricultural implements and vehicles other than automobiles, 25.5 per cent; gravel, sand, and stone, 20.8 per cent; citrus fruits, 16.3 per cent; lumber and forest products, 14.2 per cent; grain, 11.6 per cent; chemicals and explosives, 10.9 per cent; lime and plaster, 10.7 per cent; coal and coke, 10.6 per cent; cement, 10.5 per cent; all canned goods, 9.2 per cent; and cotton, 8.1 per cent.

The 3 commodities for which decreases are estimated and the percentages follow: Hay, straw, and alfalfa, six-tenths of 1 per cent; fresh vegetables, except potatoes, 1.2 per cent; and livestock, seven-tenths of 1 per cent.

# Factories ON THE MOVE

THE Hartford, Conn., plant of the American Chain and Cable Co. will be moved to Reading, Pa., according to an announcement of the Reading Pratt & Cady division of the company. The move will be made this Summer. More than 500 employes have been offered transfers. A new 3-story steel-frame annex to the company's present Reading plant, formerly the Reading Steel Casting Co., will house the new plant. This is the 3rd of the American Chain and Cable Co.'s units to move to Reading.

Bristol Mfg. Corp., Bristol, R. I., rubber goods, has arranged with City Council, Fall River, Mass., for purchase of one-story mill, formerly used for textile manufacture, and will remodel for new plant. Cost over \$50,000 with equipment.

Universal Atlas Cement Co., 135 East 42nd St., New York, has let general contract for new mill at Northampton, Pa., including storing and distributing units, machine shop, powerhouse and auxiliary structures. Cost close to \$5,000,000 with machinery.

Tubize Chatillon Corp., 2 Park Ave., New York, viscose and acetate rayon products, has approved plans for one and multi-story addition to branch mill at Rome, Va. Cost about \$1,450,000, of which over \$1,000,000 will be expended for equipment. Erection will be carried out in Spring.

Owens-Illinois Distributors, Inc., 405 Lexington Ave., New York, subsidiary of Owens-Illinois Glass Co., Toledo, Ohio, has filed plans for one-story storage and distributing plant, 176 by 200 ft., at 47-22 Pearson Place, Long Island City. Cost about \$120,000 with mechanical-handling, loading and other equipment.

Anaconda Wire & Cable Co., 25 Broadway, New York, has let general contract for one-story addition to branch plant at Pawtucket, R. I. Cost over \$75,000 with equipment.

Spicer Mfg. Corp., 4100 Bennett Road, Toledo, Ohio, universal joints, gears and other automotive equipment, has acquired for its subsidiary, Brown-Lipe Gear Co., same address, plant and assets of General Drop Forge Co., Buffalo, to be operated as unit of Brown-Lipe organization. Plans are under way for expansion in production. Parent company has arranged financing in amount of \$1,000,000, of which over \$500,000 will be used for plant acquisition and development.

Western Electric Co., 100 Central Ave., Kearny, N. J., telephone instruments and apparatus, etc., has leased one-story building on West Grand Ave., Roselle, N. J., for new factory branch, storage and distributing plant.

R. F. Sedgley, Inc., Ontario & J Sts., Philadelphia, military rifles, machine guns, etc., is arranging for purchase of former Stafford Mills, Fall River, Mass., textiles, and will modernize for new branch plant. Cost over \$60,000.

Acme Die & Machine Co., Inc., Latrobe, Pa., dies, gages, etc., has approved plans for new plant at McChesneytown, Pa., for manufacture of equipment for Government, comprising main one-story unit, about

60 by 125 ft., and smaller buildings. Cost close to \$100,000 with equipment.

Tool Engineering Service Co., Nutley, N. J., recently organized to manufacture precision scraped bench plates and gages, has purchased a building at 243 Washington St. for plant. Edward C. Reid is president.

Tennessee Products Corp., Cummins Station, Nashville, Tenn., coal tar and wood distillation products, plans expansion in by-products coke plant to double present capacity. Also, will erect new buildings for storage and distribution. Cost about \$1,750,000 with machinery.

Smith-Douglass Co., Inc., Board of Trade Bldg., Norfolk, Va., commercial fertilizers, chemical products, etc., has let contract for additions to plant in South Money Point district for expansion in sulphuric acid division. Cost close to \$250,000 with machinery.

Swift & Co., Union Stock Yards, Chicago, has let general contract for new 5-story and basement edible oil and lard-refining plant at 565 Wells St., S. W., Atlanta, Ga., 60 by 110 ft. Cost over \$125,000 with equipment.

Peerless Tool & Engineering Co., 4431 West Division St., Chicago, tools, machine equipment, etc., has let general contract for new one-story plant, 122 by 150 ft., at Haddon and Kilbourne Aves. Cost about \$85,000 with equipment.

Borg-Warner Corp., Spring Division, 319 No. Albany Ave., Chicago, has let general contract for new one and 2-story plant on Foster Ave., about 40,000 sq. ft. of floor space, for steel spring and allied products manufacture. Cost close to \$150,000 with equipment.

Pure Oil Co., Toledo, Ohio, will build a new aviation gasoline refinery at its East Bay shore plant, to cost about \$500,000.

Ohio Ferro Alloys Corp., Canton, Ohio, plans new branch plant at Tacoma, Wash., where 10-acre tract near Alexander Way and Wapato Waterway has been acquired. It will consist of several one-story buildings, with electric furnace units and accessories. Company has signed contract for electric power supply from municipal power station on basis of initial load of 6500-kw., to be increased later to 13,000-kw. Cost about \$250,000 with equipment.

Western Auto Supply Co., 1242 First St., South, Seattle, automobile equipment, parts, etc., has let general contract for new one-story storage and distributing plant, about 80,000 sq. ft. of floor space, at North Columbia Blvd. and Fiske St., Portland. Cost over \$150,000 with equipment.

Todd Shipbuilding Co. of California, Latham Square Bldg., Oakland, Cal., Henry J. Kaiser, president, recently organized, is beginning work on new shipbuilding plant at Richmond, Cal. Plans have been approved for immediate erection of one-story mold loft and other shop units. Cost over \$150,000 with equipment.

Revere Copper & Brass, Inc., 230 Park Ave., New York, has let general contract for one-story addition

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## ..... THE PARADE OF

## New Products

**BOBWHITE FROSTED FOODS CORP.**, New York, will distribute quick-frozen coffee, packed in airtight paper bags lined with Pliofilm. It is claimed by the company that quick-freezing of the oils in coffee is "the best preservation known to science today." After it is roasted, coffee has a 35 per cent oil content, it is stated, and it is the rancidity of these oils following exposure to air which is recognized as staleness. In the BobWhite technique, the oils seal out the air when frozen and accomplish the same results as when fish, with their heavy oil content, are quick-frozen, or meats, poultry and vegetables. For the present, the frozen coffee will be processed in New York City and shipped to units in other areas in 100-lb. bags, to be re-packaged in 1-lb. bags retailing at 29 cents.

**National Gypsum Co.**, Buffalo, N. Y., wall and ceiling building materials, has purchased the assets of General Insulating & Mfg. Co., maker of Gimco rock wool products. The move affects plants at Alexandria, Ind.; Dover, N. J., and Dubuque, Ia., raising National's production facilities to 21 plants.

**E. I. du Pont de Nemours & Co.** will start operations at its Graseili, N. J., plant on May 15, where sulfamic acid used in fire retardant chemicals, leather tanning and dyestuff manufactures, will be produced.

**Container Corp. of America**, New York City, pulp, paperboard and shipping containers, has acquired the assets of the Reed Container Co., Baltimore, Md., shipping boxes and containers. The new name of the Reed company is to be the Container Corp. of America, Baltimore Div. G. H. Linde has been appointed manager. In addition to the Baltimore plant, the Container Corp. of America operates plants in Philadelphia; Nantick, Mass.; Chicago and Rock Hill, Ill.; Wabash, Carthage and Anderson, Ind.; Cleveland, Cincinnati and Circleville, Ohio; Wilmington, Del.; Ft. Worth, Texas, and Fernandina, Fla.—*Ignace*.

**Del Monte coffee**, packed in Duraglas containers, will be sold nationally at the same price as that packed in tin, according to announcement of California Packing Corp.

**Quaker Oats Co.** has tapped a totally new source of sales for its product, namely, bread made of Quaker Oats. A baker in Fort Wayne, Ind., has started an intensive promotion of this new loaf of bread. The market test will continue for some time. The recipe developed by Quaker Oats is said to call for a mixture of 25 per cent of the cereal with wheat.

**Naylee Chemical Co.**, Philadelphia, is introducing Nalon "soapless suds cubes" and has launched a test campaign in Schenectady, N. Y., newspapers.

**Chas. H. Phillips Chemical Co.**, maker of Phillips milk of magnesia, has just launched a newspaper test in 5 markets, Rochester, N. Y., Cleveland, Cincinnati, St. Louis and Dallas, for Phillips' Deodorant Lotion. The company does not expect to go into national distribution of its new product until 1942. The product is packaged in a 2½-ounce jar.

**Bristol-Myers Co.** has introduced a Mum deodorant specially packaged for men. The product is in tubes

and initial distribution will be in Hartford, Conn., Nashville, Tenn., Richmond, Va., and Columbus, Ohio.

**American Diet Aids Co.**, Yonkers, N. Y., has launched a test campaign in New York City and leading Connecticut cities in behalf of Souplet, a new tablet which "instantly makes vegetable broth with vitamin B."

**Derby Foods, Inc.**, Chicago, has started a campaign in 32 markets for its Peter Pan peanut butter. Greater distribution is sought.

**Scovill Mfg. Co., Inc.**, Mill St., Waterbury, Conn., brass, bronze and other metal tubing, wire and allied products, has let general contract for 2 one-story additions to buildings No. 72 and 101. Cost close to \$275,000 with equipment.

**Warren Telechron Co.**, Ashland, Mass., electric clocks, parts, etc., has let general contract for one-story addition, 50 by 100 ft. Cost close to \$50,000.

**Robins Dry Dock & Repair Co.**, Erie Basin, Brooklyn, N. Y., has filed plans for new one-story forge shop, 100 by 150 ft. at 2-46 Halleck St. Cost close to \$75,000 with equipment.

**Atlantic Basin Iron Works, Inc.**, 168 Van Brunt St., Brooklyn, N. Y., iron, copper, and other metal products, has approved plans for extensions and improvements in 2-story machine shop. Cost over \$50,000 with equipment.

**Reading Sheet Metal Products Co.**, Chestnut St., Reading, Pa., has asked bids on general contract for new one-story plant, 100 by 350 ft. Cost close to \$100,000 with equipment.

**W. G. Avery Body Co.**, Larson St., Jackson, Miss., automobile bodies, has let general contract for one-story addition 60 by 120 ft. Cost close to \$60,000 with equipment.

**King Machine Co.**, Clifton St. & B. & O. Railroad, Cincinnati, heavy machine tools and parts, has purchased land near plant for one-story addition and auxiliary structures for production of equipment for Navy Department. Cost about \$1,575,000 with machinery, fund to be furnished by Government.

**Decker-Reichert Steel Co.**, 4500 Train Ave., Cleveland, iron and steel products, has let general contract for 2-story addition, 50 by 90 ft., with one-story wing extension, 30 by 30 ft., for storage and distribution. Cost close to \$50,000 with equipment.

**Browning Crane & Shovel Co.**, 16226 Waterloo Road, Cleveland, has let general contract for one-story addition, 60 by 150 ft., for an assembling unit. Cost over \$85,000 with equipment.

**John Harsch Bronze & Foundry Co.**, 12502 Berea St., Cleveland, brass, bronze and other metal castings, has let general contract for one-story addition, 40 by 140 ft. Cost close to \$80,000 with equipment.

**G. M. Diehl Machine Co.**, 981 So. Wabash Ave., Wabash, Ind., wood-working machinery and parts, has

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# Motor TRANSPORTATION

## I.C.C. Denied Commodity Limitation Authority

The right of the Interstate Commerce Commission to restrict motor freight common carriers to the transportation of specific commodities, despite the fact that these carriers have solicited general package freight, has been invalidated by a 3-judge Federal court for the Western District of North Carolina.

The Carolina Freight Carriers Corp., Cherryville, N. C., an irregular-route carrier, had applied to the I.C.C. for a "grandfather" certificate to transport general commodities between all points in 7 States and specific points in several other States. The I.C.C. limited the operating authority of the carrier to specific commodities and specific points, basing its finding on proof of actual operations prior to the "grandfather" date. The court found that the I.C.C.'s order "ignores the common law duty of a common carrier and the essential character of his holding out and is so arbitrary and unreasonable as to transcend the Commission's power."

The court ruling was made in the face of a previous decision of the Supreme Court of the United States affirming the right of the I.C.C. to restrict the commodities of a carrier. It is stated that in lieu of the Supreme Court decision, the I.C.C. will undoubtedly take the case to the highest court.

## N.I.T. League Attacks Truck Rate Rise

The National Industrial Traffic League has issued a warning to shippers that the raising of motor freight and forwarder rates to rail I.C.C. levels, is to be looked upon as a serious threat to a stable transportation rate structure. According to J. E. Bryan, president of the League, such rate rises were ostensible efforts to "forestall reductions of a general character contemplated by the railroad lines to meet highway competition."

The increases went into effect March 15 and it is claimed that they are definitely intended to place motor freighters in a better position to seek the suspension of more than 7,000 reduced classification ratings which, it is stated, the rail-

roads have definitely authorized for early publication.

It is stated that should the motor carriers be allowed to include free pickup and delivery in their less-than-truckload and truckload traffic, they will be given an undue advantage over the railroads.

In practically all territory East of the Rocky Mountains, it is stated, the motor carriers have already published or have taken action authorizing the amendment of all class rates and exceptions to the rail basis as well as commodity rates and truckload on so-called volume minimum weights.

The League has asked its members to consider whether it would be wise to petition for a suspension of advanced motor carriers rates; to advocate repeal of the Motor Carrier Act of 1935; and to support proposed railroad rate reductions.

## Ohio Decision Widens Liability Coverage

A recent decision of the Ohio Supreme Court in the case of Roy A. Couk of Cuyahoga County against the Ocean Accident and Guarantee Corp., Ltd., is of widespread interest to the trucking industry.

The Court held that, when a policy of public liability insurance covers, in addition to the named assured, persons "legally responsible" for the operation of any vehicle described in the policy, and where, by terms of an endorsement thereto, a description is waived, as to vehicles, including substituted or emergency vehicles, operated by the assured under a certificate of public convenience and necessity issued by the Ohio Public Utilities Commission, the insurance covers owners of a truck not described in the policy but found to be operated as substituted or emergency equipment within the meaning of the contract, although the accident involved occurred outside the State of Ohio.

Such coverage outside Ohio, according to the State Supreme Court, arises from the terms of the insurance contract, entered into voluntarily and intended to be effective throughout the United States and Canada, and not as the result of any power in the Public Utilities Commission to require coverage outside Ohio.—Kline.

## Truckers to Charge for N. Y. Port Delays

Effective April 10, New York truckmen started assessing delay charges against shippers for time spent by trucks waiting to be loaded or unloaded at the New York Port where congestion, due to defense and aid shipments, is causing higher operating costs.

For 4-wheel vehicles, charges are \$1 for each quarter-hour or fraction thereof in waiting time or \$3.50 for each full hour. For 6-wheel or tractor and semi-trailer units, the charge is \$1.25 for each quarter-hour or fraction thereof and \$4.50 for each full hour. One hour free time is allowed.

Pointing out that the railroads charge from \$22 to \$71.50 per day for delayed lighters or barges, the Merchant Truckmen's Bureau, responsible for the motor truck assessments, contended that motor carriers must make some charge for delays in order to remain in business. During the past few months, it is claimed that trucks have been delayed many hours daily at steamship piers both in receiving and delivering freight.

The Bureau recommended more checkers and other labor at the piers; more adequate public loaders; more pier space; proper sorting of freight so it may be found easily; increased hours for receiving and delivering, with the steamship company paying any overtime for its own employees; and proper handling of export freight by the steamship company so the carrier will not be obliged to pile the freight and deliver it to different sections for different ports on the piers.

## Keeshin Adds 120 Trailers

Keeshin Motor Express, Inc., Chicago, has ordered 120 stainless steel Fruehauf trailers. They are 26 ft. long. A number are equipped with reefer bodies. This new order brings the trailer fleet up to 1,900, of which over 1,000 are of Fruehauf design. The Keeshin system operates in 15 States covering the area from Des Moines, Iowa, to the Atlantic Coast. The routes traverse over 17,000 miles of highways and include 72 terminal points.

# Non-Driving Employees in Wage-Hour Division

Baltimore Ruling Places Rate Clerk Outside Jurisdiction of I.C.C. and Is First Specific Case Defining "Safety of Operation" Requirements

**N**ON-DRIVING employees of trucking concerns come under the jurisdiction of the Wage-Hour Division with respect to labor standards, according to a ruling rendered by Judge William C. Coleman, in the United States District Court, in Baltimore.

His opinion was in connection with the petition of a Baltimore interstate trucking concern, the Overnight Motor Transportation Co., Inc., that the civil suit of an employee, William H. Missel, seeking payment of overtime wages be dismissed on the grounds that the Interstate Commerce Commission and not the Wage-Hour Division, had jurisdiction in the case.

The employee sought payment at the rate of time and a half of wages he claimed were due him. He was employed as a rate clerk by the company, whose assets and liabilities the Overnight Motor concern now has taken over, it was stated in the ruling.

The Labor Standards Act states that its provisions to fix maximum hours are not to apply to any employee with respect to whom the Interstate Commerce Commission has power to establish qualifications and maximum hours.

Wage-hour officials pointed out that although the Supreme Court had ruled last May that the Interstate Commerce Commission has the power only in respect to employees "whose activities affect the safety of operation," the defining of this phrase in a specific case had not been made until the ruling by Judge Coleman.

The "tenuous argument" might be made, it was declared by Judge Coleman in his ruling, that the job of rate clerk could affect the safety of operations, since such operations would not take place unless rates were set up. The same line of reasoning, he stated, might be carried out to include persons who service the building in which a company's offices are located, such as the charwoman and janitor.

According to Leo McCormick, wage-hour division director for Maryland, the decision was "of paramount importance" to his Federal agency. He said that "support and is entirely consistent with the division's position that all non-driving employees of common contract and private carriers in interstate commerce are entitled to the

full benefits of minimum-wage and maximum-hour provisions of the act."

Attorneys for the trucking concern contended that the ruling will cause motor carriers throughout the country to be subjected "to unexpected and unwarranted pay-roll expense" and argued that the ruling was contrary to the "underlying purpose of the Motor Carrier Act."

Judge Coleman's ruling follows:

"This case which arises under the Fair Labor Standards Act of 1938 (29 U.S.C.A., Secs. 201-219), and involves also the Motor Carrier Act, 1935 (49 U.S.C.A., Secs. 301-327), is before the court on a motion of the defendant (The Overnight Motors Transportation Co., Inc.) to dismiss the bill of complaint on the ground that it fails to state a claim against the defendant upon which relief can be granted.

"The bill of complaint discloses that the defendant is a common carrier of freight in interstate commerce by motor vehicle, and that plaintiff was employed by the defendant or its predecessor (whose assets and liabilities the defendant assumed), as a rate clerk from Oct. 24th, 1938, to Oct. 19th, 1940, and that during this period he worked certain hours in excess of the maximum work-week stipulated by the Fair Labor Standards Act of 1938, and that for such overtime, defendant did not pay him at the rate of one and a half times the regular rate at which he was employed, as required by this Act. Accordingly, the plaintiff brought suit under Section 16(b) of this Act (29 U.S.C.A., Section 216(b)), and has asked for the relief provided in that section, which reads as follows: 'Any employer who violates the provisions of Section 206 or Section 207 of this chapter shall be liable to the employee or employees affected in the amount of their unpaid minimum wages, or their unpaid overtime compensation, as the case may be, and in an additional equal amount as liquidated damages. Action to recover such liability may be maintained in any Court of competent jurisdiction by any one or more employees for and in behalf of himself or themselves and other employees similarly situated, or such employee or employees may designate an agent or representative to maintain such action for and in behalf of all employees similarly situated. The Court in such action shall, in addition to any judgment awarded to the plaintiff or plaintiffs, allow a reasonable attorney's fee to be paid by the defendant, and costs of the action.'

"It is clear that this court is one of competent jurisdiction to entertain the present suit by virtue of Section 24, Paragraph 8, of the Judicial Code (20 U.S.C.A., Section 41(8)), which gives to the District Courts original jurisdiction 'Of all suits and proceedings arising under any law regulating commerce.' The basis for the legislation enacted in the Fair Labor Standards Act is the power of Congress to regulate interstate commerce. The defendant is subject to the provisions of the Motor Carrier Act, 1935 (49 U.S.C.A., Secs. 301-327), as amended by the Transportation Act of 1940, Sections 15 to 27, inclusive, approved Sept. 18th, 1940. It thus follows that this court has jurisdiction regardless of the amount in controversy or the citizenship of the parties.

"The basis of the defendant's mo-

tion to dismiss the bill of complaint is Section 13(b) (1) of the Fair Labor Standards Act of 1938, which provides as follows (29 U.S.C.A., Sec. 213(b)): 'The provisions of Section 207 (fixing maximum hours of work) shall not apply with respect to (1) any employee with respect to whom the Interstate Commerce Commission has power to establish qualifications and maximum hours of service pursuant to the provisions of Section 304 of Title 49; (2) 49 U.S.C.A., Section 304(a) (1) and (2) provides as follows: 'Powers and duties generally. It shall be the duty of the Commission:

"(1) To regulate common carriers by motor vehicle is provided in this chapter, and to that end the Commission may establish reasonable requirements with respect to continuous and adequate service, transportation of baggage and express, uniform systems of accounts, records, qualifications and maximum hours of service of employees, and safety of operation and equipment.

"(2) To regulate contract carriers by motor vehicle as provided in this chapter and to that end the Commission may establish reasonable requirements with respect to uniform systems of accounts, records, qualifications and maximum hours of service of employees, and safety of operation and equipment.'

"In interpreting these 2 inter-related statutory provisions, the Supreme Court, in *United States vs. American Trucking Association, Inc.*, 310 U.S. 534, has declared that the power of the Interstate Commerce Commission under Section 204(a) (1) and (2) of the Motor Carrier Act, 1935, is quoted to establish reasonable requirements with respect to the qualifications and maximum hours of service of employees of motor carriers, is 'limited to those employees whose activities affect the safety of operation.' The Supreme Court did not, however, in this decision attempt to be more specific, or to name precisely what employees fall within this definition. Defendant contends that since the Commission, up to the present time, has issued no regulations with respect to employees falling under the Motor Carrier Act except drivers of motor vehicles, the District Courts are without jurisdiction to entertain a suit of this kind; that is to say, that whether a particular employee falls within the excepted class, namely, is one 'whose activities affect the safety of operation' is a question of fact which must first be determined by the Commission, and that until such determination is made, it must be assumed that the plaintiff's hours of work are subject exclusively to the jurisdiction of the Commission and, therefore, fall within the exception of the Fair Labor Standards Act, above quoted. Defendant asserts that if this Court fails to place the plaintiff in the class exempted from the operation of the Fair Labor Standards Act, and holds that he is entitled to back pay for overtime in accordance with the requirements of that Act, motor carriers throughout the country will be subjected to unexpected and unwarranted payroll expenses, directly contrary to the underlying purpose of the Motor Carrier Act. Defendant invokes the doctrine laid down in *Texas & Pacific Rwy. Co. vs. Abilene Cotton Oil Co.*, 204 U.S. 426, to the effect that before a Court may pass upon the reasonableness of interstate rates established by a carrier, there must first be a ruling by the Commission as to their reasonableness.

"With this contention of the defendant we cannot agree. We do not consider that the principle laid down

in the Abilene case, *supra*, is applicable to the situation before us. It is true that the precise question here presented was not adjudicated in *United States vs. American Trucking Associations, Inc.*, *supra*. There, the only question presented and decided was as to the power of the Interstate Commerce Commission under the Motor Carrier Act, 1935, to establish reasonable requirements with respect to the qualifications and maximum hours of service of employees of motor carriers, other than employees 'whose activities affect the safety of operation.' The suit was originally brought against the United States and the Commission by the Trucking Associations and certain motor common carriers. Shortly after the passage of the Motor Carrier Act in 1935, the Interstate Commerce Commission, on its own motion, proceeded to fix maximum hours of service for employees whose functions in the operation of motor vehicles make such regulations desirable because of safety considerations. Ex Parte No. MC-2, 3, M.C.C. 665, 667. Shortly thereafter, the Fair Labor Standards Act of 1938 was enacted, containing the provisions above quoted exempting from its terms 'any employee with respect to whom the Interstate Commerce Commission has power to establish qualifications and maximum hours of service' pursuant to the provisions of the Motor Carrier Act. 'Since this exemption directly raised the question as to the extent of the Commission's power or coverage of employees under the Motor Carrier Act, the Commission again examined the scope of its jurisdiction and in Ex Parte MC-28, 13 M.C.C. 481, 489, again reached the conclusion that its powers under 'Section 204(a) (1) and (2) is limited to prescribing qualifications and maximum hours of service for those employees . . . whose activities affect the safety of operation.' The Wage and Hour Division of the Department of Labor arrived at the same result. Interpretative Bulletin No. 9, Wage and Hour Manual (1940) 168.

#### Chronology of Events

"Thereupon the American Trucking Associations and others petitioned the Commission to disregard its report and order in Ex Parte MC-28, but the Commission reaffirmed its original position, whereupon a 3-judge District Court was petitioned to require the Commission to take jurisdiction and consider the establishment of qualifications and hours of service for all employees of common and contract carriers by motor vehicle. This Court reversed the Commission, set aside its order and directed it to take jurisdiction of the appellees' petition, 31 F. Supp. 35. From this action of the lower court a direct appeal to the Supreme Court was granted, resulting in the opinion already summarized. "Although an explanation has already been given of what led up to the decision of the Supreme Court in the American Trucking Associations, Inc., case, *supra*, it is appropriate to give the following complete chronology of events to the present time: (1) Dec. 29, 1937, report and order of Interstate Commerce Commission in Ex Parte No. MC-2, prescribing maximum hours of service for drivers only, of common and contract carriers by motor vehicle, 3 M.C.C. 665 (2) June 25, 1938, Fair Labor Standards Act of 1938 passed, 29 U.S.C.A. 201-219. (3) March 25, 1939, the Wage and Hour Division, Department of Labor issued Interpretative Bulletin No. 9 ruling that all employees of common and contract carriers by motor vehicle other than drivers, are subject to the Fair Labor Standards Act with respect to hours, unless and until an order of the Commission determines to the contrary, Wage and Hour Manual (1940) 168. (4) May 1, 1939, the Interstate Commerce Commission ruled in Ex Parte MC-28 that it was without power to prescribe qualifications and maximum hours of service for any employees of common and contract carriers by motor vehicle other than those whose activities affect the safety of operation, 13 M.C.C. 48; (5) May 16, 1939, the Interstate Commerce Commission in its ruling No. 79

confirmed the ruling of the Wage and Hour Division in its Interpretative Bulletin No. 9 of March 25, 1939. (6) May 1, 1940, the Interstate Commerce Commission in Ex Parte MC-3 ruled that the same regulations prescribed by it for drivers of common and contract carriers by motor vehicle in Ex Parte MC-2, shall apply to drivers employed by private carriers by motor vehicle. (7) May 27, 1940, decision of the Supreme Court in the American Trucking Associations, Inc., *supra*. (8) June 15, 1940, the Interstate Commerce Commission ordered a reopening, upon the request of the motor carrier industry, of Ex Parte MC-2 and MC-3 in the light of the Supreme Court's decision. As yet, no further order of the Commission has been passed.

"At the outset it is to be noted (1) that the exemption clause in Section 13(b) (1) of the Fair Labor Standards Act embraces only those employees with respect to whom the Interstate Commerce Commission 'has power' to establish requirements as to qualifications and maximum hours of service; and (2) the Supreme Court has limited such 'power' to those employees 'whose activities affect the safety of operation.' It will thus be seen that the basic question upon which a correct decision of the controversy in the present case hinges, is a question quite unlike that presented in the Abilene Cotton Oil Co., case, *supra*, where the 'power' of the Interstate Commerce Commission was conceded, namely, the power to determine the reasonableness of rates. In that case, it was held that when a power is thus given by statute and also the means of executing it are provided, such power can be executed in no other way than that prescribed by the statute. As was said in a later case, *Great Northern Ry. Co. Merchants Elevator Co.*, 259 U.S. 285, 291: 'Whenever a rate, rule or practice is attacked as unreasonable or as unjustly discriminatory, there must be preliminary resort to the Commission. Sometimes this is required because the function being exercised is in its nature administrative in contradistinction to judicial. But ordinarily the determining factor is not the character of the function, but the character of the controversy and the nature of the inquiry necessary for its solution. To determine what rate, rule or practice shall be deemed reasonable for the future is a legislative or administrative function. To determine whether a shipper has in the past been wronged by the exaction of an unreasonable or discriminatory rate is a judicial function. Preliminary resort to the Commission is required alike in the 2 classes of cases. It is required because the inquiry is essentially one of fact and of discretion in technical matters; and uniformity can be secured only if its determination is left to the Commission.'

#### Abilene Doctrine

"It is true, as was said recently in *Armour & Co. vs. Alton R. R. Co. Fed.* (2d) 913, 918 'The Abilene doctrine, the doctrine of primary jurisdiction, is still more easily stated than applied.' But the question now before this Court is on principle essentially as much a question of law as was the question decided by the Supreme Court in the American Trucking Associations, Inc., *supra*. There the question was 'what power had Congress granted the Interstate Commerce Commission by Section 204(a) of the Motor Carrier Act.' The Court held (pages 546, 547) that Congress had granted no more 'than the customary power to secure safety in view of the absence in the legislative history of the Act of any discussion of the desirability of giving the Commission broad and unusual power over all employees.' The Court explained that the settled policy of Congress had been consistent in its limitation to legislation with respect to regulation of transportation employees, in matters of movement and safety only. It said (pages 545, 547, 549): 'The Hours of Service Act imposes restrictions on the hours of labor of employees actually engaged in or connected with the movement of any train. The Seaman's Act limits

employee regulations under it to members of ships' crews. The Civil Aeronautics Authority has authority over hours of service of employees in the interests of safety.' It is stated by appellants in their brief with detailed citations and the statement in uncontradicted, that at the time of the passage of the Motor Vehicle Act, 40 States had regulatory measures relating to the hours of service of employees and every one applied exclusively to drivers or helpers on the vehicles. . . . The committee reports and the debates contain no indication that a regulation of the qualifications and hours of service of all employees was contemplated; in fact, the evidence points the other way.

"The Commission and the Wage and Hour Division, as we have said, have both interpreted Section 204(a) as relating solely to safety of operation. In any case such interpretations are entitled to great weight.

#### Advance Rulings

"The foregoing being true, it is erroneous to say that, in a suit of this kind, the courts may not determine in advance of a ruling by the Interstate Commerce Commission whether a certain type of employee does or does not fall within the limits of the classification fixed by the Supreme Court. It is to be noted that the exemption is limited to those employees whose 'activities affect the safety of operation.' The Supreme Court in *American Trucking Associations, Inc.*, thus concluded its opinion, page 553: 'Our conclusion, in view of the circumstances set out in this opinion, is that the meaning of employees in Section 204(a) (1) and (2) is limited to those employees whose activities affect the safety of operation. The Commission has no jurisdiction to regulate the qualifications or hours of service of any others. The Commission had declined, for want of jurisdiction as it believed, to determine the qualifications and maximum hours of service for any other class of employees. In this position it was upheld by the Supreme Court. In so doing, the Supreme Court has definitely indicated who is an employee 'whose activities affect the safety of operation.' It is said in effect that to meet this definition, his activities must relate to the operation or movement of the means of transportation involved. We do not mean to say that the limitation imposed by the Supreme Court necessarily exclude all but drivers or helpers on motor vehicles merely because at the time of the Supreme Court's decision there was no precedent for enlarging the class. But we do say that there is nothing in the Supreme Court's decision that is in the least indicative of the existence of power in the Commission to say that any employee's 'activities affect the safety of operation' when such activities as those of the plaintiff in the present case have only a most remote relation to the actual movement of motor vehicles falling under the jurisdiction of the Act. Plaintiff is a rate clerk. His duties are clerical and have no direct relation to operation, other than through the tenuous argument that since motor vehicles cannot lawfully transport goods in interstate commerce until the rates or charges for so doing have been duly established and exacted, the rate clerk, therefore, performs duties relating to operation, because there can be no operation without rates. By the same argument, almost anyone employed by a motor carrier could be said to be engaged in activities related to operation—one who types or signs a letter relating to safety measures, or prepares or signs an accident report; even the messenger boy to whom such papers are entrusted, or indeed even the janitor or scrub woman, because these make it possible for others to occupy their offices satisfactorily and to write and transmit letters or reports.

"In addition to the reasons just mentioned, there is something else which is at least very persuasive. It is this: As already shown, after the Wage and Hour Division of the Department of Labor, on March 25, 1939, ruled that all employees of common and contract carriers by motor vehicle, other than drivers, would be sub-



ject to the Fair Labor Standards Act with respect to hours, unless and until an order of the Commission determined to the contrary, the Commission itself formally confirmed this ruling on May 16, 1939 (Ruling No. 79). Such action is entitled to great weight. It indicates that the Commission must at least have entertained some doubt as to its power to include, within its ruling, even loaders and helpers. A fortiori, this weakens any argument based upon the assumption that the Commission has power, though unexercised, over employees completely removed from the functions of operation.

"The conclusion here reached is in no sense weakened by the fact, already noted, that the Commission has reopened and still has under advisement, the question as to whether any employees other than drivers of motor vehicles should be declared to be subject to the Commission's regulations. It may well be that the Commission may decide that certain other types of employees, such as loaders or even helpers if engaged in operative functions, should be brought under its jurisdiction, and such would be an exercise of granted power. In the Abilene and like decisions, the question was not, as here, whether power existed in the Commission. Such was conceded. The question there was as to the exercise of the power. Suppose the Commission should ultimately decide that the activities of rate clerks and of all other clerical workers employed by motor carriers subject to the Act do affect the safety of operation. We must assume that

such would be contrary to the Supreme Court's ruling, because, as we conclude, the Commission has no power as a result of what the Supreme Court has decided, to establish regulations with respect to such persons. To be sure, after the Commission has fixed a rate of classification pursuant to the Abilene doctrine, courts may strike it down as unreasonable and discriminatory. But in such case, the primary jurisdiction—the power—to fix some rate or classification would be conceded; whereas in the other case supposed, jurisdiction would have been assumed with respect to persons over whom there was never any power. In the one case, it would be abuse of granted power; in the other, exercise of power never, in fact, granted at all.

#### Additional Expense

"Finally, we are not unmindful of the fact that our present ruling may have the result of imposing unexpected additional expense upon motor carriers, and also, that since courts have power to determine when 'safety of operation' is, in fact, affected, there may be a variation from time to time in the different decisions upon this point. But this, we think, is an entirely insufficient answer once it be clear, as we are satisfied it is, that a determination of whether the power is actually possessed by the Commission, is essentially a judicial function.

"The present plaintiff, and others in a like situation, are entitled to have their status under these statutes promptly and definitely determined.

Under defendant's theory, the power of the courts to do this may be indefinitely suspended, which means a suspension of the operation of both statutes with respect to such rights as employees, like the plaintiff, may have under them.

"If it be said that the plaintiff should first petition the Commission and obtain its ruling, as the association of truckmen and various common carriers did in the proceedings which led up to the decision of the Supreme Court in the American Trucking Association's case, supra, suffice it to point out that the plaintiff's position is opposite to that of those petitioners. He does not want the Commission to do anything. His suit is not brought under the Motor Carrier Act, but under the Fair Labor Standards Act. Both of these statutes have been upheld by the Supreme Court. See *Maurer vs. Hamilton*, 309 U.S. 598; *Darby Lumber Co. vs. United States*, and *Opp Cotton Mills vs. Administrator of Wage*, etc., decided Feb. 3, 1941. In the case first mentioned, the Commission had made no regulation concerning sizes and weights of motor vehicles or their loads. Nevertheless, the Supreme Court, in a suit which originated in a State court to enjoin the enforcement of a State statute, held that the Commission had no regulatory power in this particular field, under Section 204 of the Motor Carrier Act which we have been considering. The analogy is clear and supports the conclusion we have reached in the present case.

"For the reasons given, defendant's motion to dismiss the bill of complaint must be overruled."—*Ignace*.

#### Milwaukee Gateway to Build New Terminal

The Gateway City Transfer Co., La Crosse, Wis., has purchased a factory site and garage building, 75 x 140 ft., at 512 So. 5th St., Milwaukee, on which will be erected a modern truck terminal to replace the present quarters at 1208 So. 2nd St.—*W.T.N.B.*

#### To Handle N. Y. Motor Freight Bills

The Transport Clearing Corp., New York City, has been organized for the purpose of enabling shippers to pay several motor freight carriers with a single check. J. M. Adelizzi, manager of the Highway Transport Assn., the same city, heads the directorate. The new service is similar to the system successfully in use at Kansas City and St. Louis, Mo., Chicago and other points. It is the same as the clearing house method used by railroads in large terminal districts.

G. R. Byrd is president of the corporation, with H. B. Chiron as vice-president.

Compensation payable to the clearing house is on a 5 cents per freight bill basis, paid by the motor carriers. Shippers are protected in making payments to the clearing house organization by the motor carriers addressing letters advising them of their participation in the method, and authorizing them to make payments to the clearing house. Participating motor carriers

receive protection in the form of fidelity bonds.

Receipted bills are issued in the name of the motor carrier. Space is provided for the shipper on the clearing house master statement for notations and corrections, which are passed on immediately to the motor carrier affected. The plan does not preclude shippers or consignees auditing freight bills before payment, and does not shorten the existing credit period. In fact, both carriers and shippers are protected under the present regulations by the system of duplicate rendering of charges at regular periods.

#### Central States Bureau Adds Territory

A joint agreement with the Northwest Tariff Bureau has been consummated by the Central States Motor Freight Bureau, Inc., whereby it takes over extra territory in Wisconsin, Michigan, Minnesota and Illinois Freight Assn. territory not assigned to other bureaus. The Central States Bureau will publish all class rates, exceptions and commodity rates with Western Trunk Line Zone 1 territory in these States with certain well-defined provisions. By this agreement, the Northwest Tariff Bureau relinquishes 54 motor common carriers, who become affiliated with the Central bureau, subject to its by-laws.

The Northwest Tariff Bureau, Inc., will set up a rate group for Western Wisconsin and Zone 1, Minnesota, comprised of all operators in these 2 territories.

#### POSITION WANTED

Cost accountant with executive ability and familiar with I.C.C. accounting requirements, desires connection with growing firm. Capable of installing complete cost accounting system that will reflect accurate unit costs. Experience with large motor transportation company. Salary demands moderate. Will locate anywhere.

Address Box Z-414, care DandW,  
100 East 42nd St., New York

#### POSITION WANTED

Young American—married—with initiative, ambition, efficiency and loyalty desires position as office manager.

Address Box Y-311, care DandW,  
100 East 42nd St., New York

#### EXECUTIVE WANTED

For account and administrative executive in large household goods moving concern, operating 35 trucks. I.C.C. experience necessary. Position permanent. \$2,400 to start. Advancement with opportunity to become officer in firm.

Address Box A-523, care DandW,  
100 East 42nd St., New York



# FROM THE LEGAL VIEWPOINT

By Leo T. Parker, Legal Editor

## Whse. Liable for Stolen Receipts

**LEGAL EDITOR, DandW:** We issued certain negotiable warehouse receipts for goods stored in our warehouse. Later, the son of the one who stored the goods came into our warehouse and stole these goods. Now we find that the receipts were negotiated. Can we be held liable? Another problem we have concerns ordinary non-negotiable receipts. We delivered the goods to an employee of the owner of the goods and now he claims that he did not give the employee any authority to take the goods. Are we liable? — *Wills Storage and Warehouse.*

**Answer:** In the first instance you are liable if through your neglect you permitted the son to steal the goods. In fact, there is no legal difference between the son being the thief and anyone else. This is so because you, as a warehouseman, are expected by law to use "ordinary" care to safeguard stored goods. This means that if you were negligent, and as a direct result of this negligence, the son stole the goods, then you are liable to the holders of the negotiable receipts.

Now, as to the 2nd proposition. One important question is: Had this owner of goods in the past permitted and authorized the employee to take out stored goods without presentation of the receipts? If so, then you are not liable because the past acts of the owner in permitting the employee to take out goods without receipts is sufficient to constitute him a "general" agent of the employer. On the other hand, assume, as you did not state, that the employee presented the receipts which were given to him by the employer. Under these circumstances you are not liable, because when the employer gave the receipts to the employee, that was implied authority to have you deliver the goods.

And again, assume that the employee stole the receipts from his employer. Under these circumstances you almost certainly are liable, because a thief never takes good and legal title to the stolen goods. Therefore, you can avoid further complications by notifying the owner of the facts so that he

can demand possession of the goods from the present holder. And he is bound to take possession whether the same are in control of the employee or other person. If he refuses to do so, you may file suit

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**Mr. Parker answers legal questions on all subjects covered by DandW.**

**Send him your problems care of this magazine. There will be no charge to our subscribers for the service.**

**Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.**

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and ask the court to either compel the owner to repossess the goods or relieve you from further liability. Another point is that some courts have held that if an employer negligently permits an employee to steal receipts, no one is liable except himself.

## Loss as Result of Failure to Weigh

**LEGAL EDITOR, DandW:** We have a controversy with furniture manufacturers and we will appreciate it if you will let us have your opinion.

A car of furniture was started at Benton, Ark., and was stopped at Camden, Ark., to complete loading. The car was then stopped at Tucson, Ariz., for partial unloading and forwarded to us with Phoenix as the final destination.

Freight was charged on the minimum weight of 16,000 lbs. and the total freight charges including charges for stops was \$372.26. The actual railroad scale weight of the car was 15,200 lbs.

We received manifests from each manufacturer giving the usual information necessary for distributing the remaining contents of the car to various dealers, including weights on each lot. On each manifest is printed the following: "Weights shown on this sheet are

estimated but have been prorated to actual railroad scale weight of car."

The total of the Phoenix manifest weights was 6,222 lbs. We divided the railroad scale weight of 15,200 lbs. into the total charges of \$372.26 and assessed a rate of \$2.449 per hundredweight against each order which we distributed. We collected \$152.38 and billed the balance of the \$372.26 to the Tucson warehouse.

We then learned, that, based on manifest weights, the Tucson warehouse unloaded 53 per cent of the car and paid its share of the total freight charges on that basis. After receiving its check for \$197.30, we were \$22.58 short of the amount which we paid out for freight on the car.

We did not receive copies of the Tucson manifests and at the time we distributed the car, we did not have any information on the weight of the merchandise which was unloaded at Tucson. We later learned that their manifest weights totaled 6,993 lbs. They stated that the railroad office in Tucson erroneously gave them a rate which was higher than that actually applying on the car, and due to this fact their loss was only about \$12.00.

It has never been our custom to weigh shipments when manifests with prorated weights are received. As it is apparent that the manifest weights in this case were too low, we charged the shortage of \$22.48 to the manufacturers, prorating it on the basis of weights shown on their respective manifests.

The manufacturer at Benton claims in effect that his weights are correct, and that the Camden manufacturer's Phoenix manifest weights were too low. The Benton manifest weights totaled 4,415 lbs. the Camden manifest weights totaled 1,807 lbs. and we estimate that the total of the Phoenix manifest weights was 1,557 lbs. too low. We have heard nothing from the Camden manufacturer.

Did we err in charging \$2.449 per hundredweight for freight to each of the dealers to whom we distributed?

If the shortage of \$22.58 was unavoidable, please state whether we were right in prorating it to the manufacturers on the basis of mani-

fest weights. If not, should we now enter into a 3-way controversy with the manufacturers in an effort to determine which manufacturer was in error? — **Central Warehouse Co.**

**Answer:** Your problem involves some complications. However, it is well to remember that where no proof is available, the one whose negligence resulted in the failure of weight proofs may be liable because he cannot prove otherwise. However, in this situation it seems that the proper procedure would be to enter into a 3-way controversy in order to enable the one at fault to determine his rights and liabilities. It is my opinion that your distribution of the bills on the basis of \$2.449 per hundredweight could effect no real harm, but since it is possible to obtain information from the carrier, or at least verification to this effect before determining the actual rate for the various shippers, this should be done. And in order to avoid such complications I believe that you had best delay until information of all manifests weights are at hand before the basic rate is assessed. However, now that you have certain clear information, particularly regarding the Tucson weights, can you not consult others involved and from the data, correct the distribution in order that you may receive payment of your shortage?

### Confusion Results from Name Duplication

**LEGAL EDITOR, DandW:** Your subject in the March issue of *DandW*, entitled "Law Against Use of Same Name," raises a question concerning one of our members and a *DandW* subscriber. I refer to the LaBelle Safety Storage & Moving Co., of which George LaBelle, its founder, is president in active service. Now, an individual by the name of H. A. Swanson operates what he styles the Bell Transfer Co. There never has been anyone by the name of Bell connected with this firm. The result has been endless confusion; LaBelle loses business and gets into messes.

We have consulted the Better Business Bureau and it gives no hope. Therefore, I am asking your opinion in behalf of our association's president. — **F. B. Martin, sec., Minnesota - Northwest Warehousemen's Assn.**

**Answer:** While no person may be prevented from using his own name, he cannot use it in any manner likely to confuse or deceive the public. Many courts have held that when a person desires to use his name in a trade name he must determine whether the name or

similar name is being used in another prior trade name, and if so, the last one to adopt the name must include in advertisements, circulars, and the like, a notification that he is not connected with the original user. Failure to so notify the public invariably results in liability of the last person to use his name in connection with the same classification of business, enterprise or merchandise.

A review of the higher court cases disclose that only 2 important questions are decided, when the court determines whether a trade name is being infringed. These questions are: (1) Is the originator put in a position where he is likely to suffer loss of profits from his business? (2) Is the public likely to be deceived? If the answer to either of the questions is affirmative, the infringer is likely to be held liable in damages and the court will grant an injunction against further use of the trade name.

In many instances the courts have held that no firm shall be permitted to use in its trade name the key word of another firm name.

For illustration, in *Cranford v. Jordan*, 7 Cal. (2nd) 465, it was held that a company having the name "Transamerica Corporation" could prevent another company from using the name "Transamerica Service Corporation." This court said:

Obviously, the key word in the name is "Transamerica."

Therefore, in view of the fact that "Bell" is the key word, it is my opinion that LaBelle may prevent continued use of this name by Swanson, or a firm member whose name may be Bell can be compelled to include in advertisements a notification that Bell Transfer Co. is not connected with LaBelle Safety Storage and Moving Co.

The fact that you may prove that confusion has resulted by use of the trade name "Bell Transfer Company," is importantly in your favor.

### This Months Important Decisions

#### Validity of Warehouse Receipt Transactions

IT is well established law that when a negotiable receipt has been issued for goods, no seller's lien or right of stoppage in transit shall defeat the rights of any purchaser for value in good faith to whom such receipt has been negotiated, whether such negotiations be prior or subsequent to the notification to the warehouseman who issued such receipt of the seller's claim to a lien or right of stoppage

in transit. Nor shall the warehouseman be obliged to deliver or justified in delivering the goods to an unpaid seller unless the receipt is first surrendered for cancellation.

And another important point of law is that the validity of the negotiation of a receipt is not impaired by the fact that such negotiation was a breach of duty on the part of the person making the negotiation, providing the person to whom the receipt was subsequently negotiated, paid value therefor in good faith, without notice of the breach of duty, or loss, theft, fraud, accident, mistake, duress or conversion.

For instance, in *Lippincott Distributing Co. v. Peoples Commercial & Savings Bank*, 31 N.E. (2nd) 694, it was shown that under the Uniform Warehouse Receipts Act, merchandise was consigned by a wholesaler to a grocery company under a title retention agreement and it was stored in a warehouse. Negotiable warehouse receipts were issued therefor and were pledged by the grocery company as collateral security for an indebtedness to a bank which acted in good faith in accepting the receipts.

The court held that the bank obtained legal title to the goods even though the grocery company, in obtaining the receipts, acted fraudulently, and even though the bank was negligent in accepting such receipts. This court said:

"Lippincott Company (wholesaler) made the situation possible. It clothed its agent (grocery) with possession and indicia of ownership. The bank parted with 'value.' It was without knowledge of the consignor's retained title. It took the agent's warehouse receipts in pledge, 'honestly' and 'in good faith.' This is what the Legislature intended to accomplish."

#### Warehouseman Entitled to Lien

WHEN merchandise is stored in a Federal bonded warehouse, it is presumed that the goods are intended to become a part of interstate commerce. In other words, it is not necessary to the validity of a warehouse receipt issued by a Federal bonded warehouse to prove that the goods it covers were intended to be shipped out of the State. Moreover, failure of a warehouseman to obtain a State license does not impair his right to a lien on stored goods, unless the State law clearly provides so.

For example, in *Girand v. Kimbell Milling Co.*, 116 Fed. (2nd) 999, it was shown that a person bought wheat and shipped it to Kimbell Co. during the Summer and early Fall. The Kimbell Co. stored it for sale, and paid drafts drawn against the wheat, some-

times with bill of lading attached and sometimes not, but all advance was for wheat actually in the Kimbell company's warehouses.

The legal question arose whether the Kimbell Co. could legally sell the wheat to secure the advances, since it had not qualified as a public warehouseman under the Texas statute.

It is important to know that the higher court held in the affirmative, and said:

"On its face this was the ordinary case of a warehouseman or factor making advances against goods placed in his hands and having a lien for the advances and interest, and for the expense of keeping the goods. If Kimbell was not acting as a factor, there was a pledge of wheat in possession of the pledgee, with a like result. . . . Kimbell Co. was a bonded warehouseman under the United States Warehouse Act, and issued a receipt as such for each shipment of wheat; but kept the receipts in its own files, since the wheat was pledged to it."

### Employee Contributorily Negligent

IT is well established law that it is the duty of the employer to exercise at least ordinary care to provide his employee with a reasonably safe place and equipment with which to work and not to expose him to unknown and unappreciated hazards. However, this does not mean that employers are liable for all injuries sustained by employees, particularly where the latter have ample opportunity to safeguard themselves against injury.

For example, in *Conway v. Park, Indiana*, 31 N. E. (2nd) 79, the records show that an employer was riding in a truck beside the driver. The latter stopped at an intersection and the employer said: "Go ahead." The driver did so. A collision resulted and he was seriously injured. The driver sued his employer on the contention that the collision resulted from the latter negligently giving an order. However, the driver had opportunity to determine for himself the danger involved in crossing. Therefore, the court held that he was contributorily negligent, and refused to hold the employer liable. The court said:

"Park (employer) was not negligent in giving the order to go ahead unless he knew or in the exercise of reasonable care ought to have known of the danger. Knowledge or opportunity by the exercise of reasonable diligence to acquire knowledge, of the peril which subsequently results in injury to the employee is the foundation of the liability of the employer."

### License Tax Held Valid

GENERALLY speaking, city license or taxation laws are void which are unreasonable, arbitrary or discriminatory. This statement of law means that a license is valid, if persons, firms, and corporations in the same classification are required to pay license fees that are

reasonable, as to amount. No particular individual, firm, or corporation in the same business classification is exempt from payment of exactly the same license fee.

For instance, in *Quigg v. State, Florida*, 199 So. 489, a municipality passed an ordinance which required distributors of merchandise, having a capital investment of less than \$10,000, to pay an annual license fee \$50. The higher court held the ordinance valid, saying:

"There is no showing in the record that the license tax of \$50 required is so unreasonable and excessive as to result in its invalidity."

### Who Is Warehouseman?

HISTORICALLY, the expression of goods, wares and merchandise appears to have had its origin in the statute of frauds. In construction of that statute the expression is held broad enough to include all forms of tangible personality. However, a late higher court refused to uphold this law with respect to the words "goods, wares and merchandise," used in a warehouse license law.

The records of *State v. Frost*, 17 Atl. (2nd) 441, show that a company operates a business of cleaning and repairing wearing apparel and of cleaning and renovating household textiles. It also has at its place of business a specially constructed room in which it stores furs and other winter garments for hire. This storage business is collateral to the main business as cleaners, is confined to the storage of "clothing and textiles commonly the subject of its cleaning operations," and would not be carried on except as an adjunct to the cleaning business. For articles stored, receipts are issued stating that they are not negotiable and are not warehouse receipts.

The legal question arose whether the company operates a public warehouse without obtaining a license as required by law, in view of the Bonded Warehouse Act which was first enacted in 1917. It was amended by providing that anyone "who keeps and maintains a warehouse for the storage of goods, wares and merchandise for hire shall be a public warehouse," and must obtain an annual license from the State.

The higher court held the company not a warehouseman within this law and, therefore, not compelled to obtain a license. The court said:

"Whatever may be the exact dividing line between tangible personality which is and which is not goods, wares and merchandise, it is thought that such articles as are stored by the defendants in the manner their business is conducted, are not goods, wares and merchandise within the scope of the act so as to place the defendants in the category of warehouseman to whom the act applies.

The purpose of the act being to advance the public welfare in the subjects of trade and commerce, negotiable receipts are to be issued when they will smooth the flow of mercantile business. When a bailee does no storage business in which the public welfare will be thus served, he does not bring himself within the range of a law requiring such receipts."

### Carrier's Liability Limited

VARIOUS higher courts have held that a common carrier may incorporate valid clauses in bills of lading which relieve it from liability for loss of or injury to articles of extraordinary value not specifically rated, unless a special agreement is entered into and stipulated articles were indorsed thereon.

For illustration, in *Hecker v. Transamerican Freight Lines*, 296 N. W. 297, a bill of lading provided that the motor carrier would not be liable for any articles of extraordinary value not specifically rated in the published tariffs, unless a special agreement was made and a stipulated value was indorsed on the bill.

A shipment was lost which contained 3,600 of the Dun and Bradstreet reports and a like number of the Credit Interchange reports. According to figures, these reports would have had a value of \$4,950 which added to the alleged value of the other property shipped, would make the shipment worth in excess of \$5,000. Suit was filed against the carrier to recover this amount.

However, since no special agreement was made by which the carrier had agreed to become liable for articles of extraordinary value, the higher court refused to hold the carrier liable for the actual value of the lost merchandise. This court said:

"We hold that reports valued at \$5,000 were articles of extraordinary value. Valuable papers and articles of extraordinary value were not rated in the tariff on file with the Interstate Commerce Commission. Under the circumstances, plaintiff can not recover. . . . The plaintiff is entitled to recover \$30 for the loss of the 2 desks; \$84 for the loss of the 2 metal filing cabinets; and \$127.43, as admitted, for reconditioning and labor. This makes a total sum of \$241.43."

### Carrier Violates Law

GENERALLY speaking, a motor carrier or company cannot engage in any interstate operation without a certificate of public convenience and necessity or other authority from the Interstate Commerce Commission allowing such operations. Moreover, a carrier cannot perform unauthorized operations by attempting to make himself into a private carrier through the instrumentality of a lease. If a carrier leases his vehicles to another carrier or to a shipper he should do so under such terms and conditions as will make the opera-



tions conducted by such vehicles the operations of such other carrier or shipper; otherwise the operations will be his.

For example, in *United States v. Steffke*, 30 Fed. Supp. 257, it was shown that a motor carrier or company leased vehicles to a trucking company under an agreement requiring that freight bills be stamped with trucking company's name. However, the motor carrier retained the same personnel in charge of the terminal, handled all matters of solicitation, problems of transportation, rates, etc. Also, it retained possession of the vehicles, controlled their movements and employed the drivers. In fact, the carrier practically operated the business, although the trucking company's name appeared on all freight bills.

Suit was filed against the motor carrier charging that it had violated a law which prohibits a common carrier by motor vehicle from engaging in the transportation of property for the general public in interstate or foreign commerce for compensation, without there being in force with respect to such carrier a certificate of public convenience and necessity issued by the Interstate Commerce Commission authorizing such operations.

In holding the motor carrier liable, the court said:

"A carrier cannot do indirectly what he cannot do directly. I am convinced beyond any reasonable doubt that the motive compelling the defendant's (carrier company's) course was to keep the trucks in operation and that the plan he resorted to was nothing more than a subterfuge to accomplish such result, and that he operated without authority."

### What Is Conversion?

GENERALLY speaking, in order to charge a warehouseman for the conversion of property, something more than mere non-feasance must be shown. Therefore, the loss of stored goods through negligence does not make the warehouseman liable for conversion. And while the warehouseman may be liable for the value of the lost article, as where the loss resulted through his negligence, yet he is not liable for conversion.

For instance, in *Whetmore, v. B. W. Hooker Co., Inc.*, 18 A. (2nd) 181, it was disclosed that a person left 2 rugs with a warehouseman. The latter placed the 2 rugs in his storehouse where customarily goods of like nature belonging to other people were stored. However, the warehouseman made no charge and did not intend to make any charge for the storage of the rugs.

Sometime afterward, the owner demanded his rugs. The warehouseman found one but could not find

the other. He offered to replace the lost rug but the owner was not satisfied with the samples of rug material shown and refused the offer. The warehouseman searched diligently and within a short time after he was sued for conversion by the owner of the rugs, the warehouseman located same. The higher court refused to hold the warehouseman liable, and said:

"A demand and refusal is only evidence of a conversion where the defendant (warehouseman) was in such a condition that he might have delivered the property if he would. The failure to deliver on demand was caused by no act of conversion on its part. Under such circumstances, a mere failure to deliver is not such a detention as will constitute a conversion."

### Carrier Liable for Conversion

CONVERSION is any distinct act of dominion wrongfully exerted over another's personal property in denial of or inconsistent with his rights therein.

Therefore, if a common carrier, who has a lien on goods for freight, wrongfully sells them, he is liable for conversion. The measure of damages is the market value of the goods after deducting the amount of the lien.

For illustration, in *Indiana Harbor Belt R. Co. v. Alpirn*, 296 N. W. 158, it was shown that a bill of lading provided for the sale of goods by the carrier by public auction and published notice. It designated the time and place of the sale, and provided that a 30-day period must elapse before publication of the notice of the sale, after information that the property was refused or remained unclaimed.

The carrier notified a shipper that merchandise had been rejected at the destination. The shipper asked the carrier to contact possible purchasers of the merchandise, and the carrier made efforts to secure bids from prospective purchasers. It, thereafter, notified the shipper concerning an offer of \$500 which had been made and asked for authority to accept the offer, but the shipper did not agree to it.

Soon afterward, the carrier sold the merchandise, but not in accordance with the terms of the bill of lading, or statutory provisions. In holding the carrier liable for conversion, the court said:

"If the statutory provisions are strictly complied with, the carrier is not liable as for conversion. It is essential, however, that there be strict compliance with all material provisions, such as those relating to notice to the owner or advertisement of the sale; and, unless there has been a waiver of the statutory requirements by the owner of the goods, a sale of property by the carrier amounts to a conversion when it is not made in accordance with the statute authorizing it."

### Federal Law Applicable in Compensation

MODERN higher courts hold that an employee whose work at the time of an accident brings him within the provisions of the Federal Employers' Liability Act is not then subject to State workmen's compensation laws. Therefore, the liabilities of interstate carriers to pay compensation for personal injuries to employees engaged in interstate commerce are regulated exclusively by the Federal Employers' Liability Act. Therefore, no field remains for State legislation on this subject.

Whether an employee is under the Federal act depends upon the nature of his work at the time the accident occurs and not upon the nature of the work which he generally or usually performs. For instance, an employee of an interstate common carrier injured in the course of his employment, is subject to the Federal Employers' Liability Act if he is engaged at the time of the injury in interstate transportation or in work so closely related to it as to be practically a part of it.

For example, in *Krouse v. Lowden*, 109 Pac. (2nd) 138, the court held an employee subject to the Federal Employers' Liability Act where the testimony proved that at the time the injury occurred he was working on a carrier's apparatus intended to transport goods interstate. The court said:

"It follows that if the appellee at the time of the accident was performing work connected with the operation of an instrumentality of interstate commerce or so closely related thereto as to be an essential part of it, he was subject to the Federal act and not to the Kansas Workmen's Compensation Act."

On the other hand, a recent court held that the "interstate commerce" character of a shipment of merchandise from other States to a distributor, ended upon delivery to the distributor at his warehouse, and hence, a night watchman in the warehouse was not engaged in "interstate commerce" and was not entitled to benefits of Fair Labor Act.

For instance, in *Brown v. Bailey*, Tennessee, 147 S. W. (2nd) 105, a night watchman filed suit against his employer under the Fair Labor Standards Act of 1938, to recover alleged minimum wages, together with an equal amount as liquidated damages and for allowance of attorney's fees.

In holding the employer not liable, the court said:

"What constituted interstate commerce is not a technical legal conception, but a practical matter to be determined upon a broad consideration of the substance of the whole transaction."



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American District Telegraph Co., 155 Sixth Ave., New York, N.Y.  
(See advertisement elsewhere in this issue.)

**BATTERIES (Storage)**

Edison Stge. Battery Div., Thomas A. Edison, Inc., West Orange, N. J.  
(See advertisement elsewhere in this issue.)

**BODIES (Van)**

Gerstenslager Co., Wooster, Ohio.

**BRINE**

Solvay Sales Corp., 40 Rector St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

**CASTERS (Truck)**

Colson Corp., 341 Cedar St., Elyria, Ohio.

Darnell Corp., Ltd., P. O. Box 4027, Sta. B, Long Beach, Calif.

Wattling Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)



*Pre-tested for Performance*

**Darnell Casters**  
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Employee efficiency is stepped up with Darnell Casters and wheels. Patented Double Ball Bearing Swivel head on Darnell Casters assures easy rolling under heavy loads.

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A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

## CONVEYORS (Portable)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

## COVERS (Piano)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

## DOLLIES

Micro-Westco, Inc., 58005 State St., Bettendorf, Iowa.

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

## DOOR OPENER (Box Car)

The Mining Safety Device Co., Bowerstown, Ohio.

(See advertisement elsewhere in this issue.)

## EXTINGUISHERS (Fire)

Solvay Sales Corp., 40 Rector St., New York, N. Y.

(See advertisement elsewhere in this issue.)

## NEW PRODUCTS

### Diamond Dual Safety Gasoline Tanks

COMPLETION of plant facilities for increasing production of diamond dual safety gasoline tanks to meet the demand has been announced by Russell A. Welch, vice-president and general manager of Allied Equipment Co., manufacturer of this tank, 432 St. Aubin, Detroit, Mich.

According to Welch, safety is a dominant feature in diamond dual safety tank design. Without sacrificing the advantages of cylindrical shaped tanks, the entire structure is built as an



integral unit, with double shell on exposed sides of tank. The steel plate, which forms the deck, covers cross beams and mounting brackets and is carried over entire outer section of tank.

The built-in deck plate, Welch pointed out, replaces the cross beam construction of conventional tank design, affording the advantages of inside mountings, at the same time adding strength and smooth, streamlined appearance.—DandW.

### New Technical Booklet on Lindsay Structure

TO explain the technical and practical aspects of Lindsay structure pre-fabricated all-steel housings, the Dry-Zero Corp. has just published a new pocket-sized 16-page booklet.



With their hundreds of 3-inch squares, Royal Dreadnaught Pads are your first line of defense in furniture protection and your best line of defense in pocket protection. Between a cover of the best quality drill, the extra heavy quality sail cord thread, forming the squares, anchors immovably the solid, one-piece felt filling — no shifting, bunching or buckling. Reinforced Royal Blue welt edge binding all around. Choice of fast color khaki, green, Royal Blue or combinations.

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#### WRITE FOR CATALOG A

Shows complete line of our products, featuring Form Fit Padded Covers for Living Room, Dining Room, Bedroom Furniture, Refrigerators, Radios and Accessories.

This booklet, written by Harvey B. Lindsay, inventor of Lindsay structure and president of Dry-Zero Corp., is intended primarily for the designer and engineer. It explains the basic Lindsay structure principle, describes its development, gives results of tests both in the laboratory and in the field, and lists its many advantages and uses.

Copies of this booklet will be sent upon request. Write Dry-Zero Corp., Lindsay Structure Division, Merchandise Mart, Chicago.—DandW.

#### Black & Decker Introduces Super-Powered Vacuum Cleaner

THE Black & Decker Mfg. Co. has just perfected a super-powered vacuum cleaner which is called the No. 95 VACKAR for both automotive and industrial use. This unit is powered by a 1 H.P. motor driving a 3-stage centrifugal fan, has a sealed vacuum pull of 65 in., and draws 60 cu.ft. of air per minute.

With both inlet and outlet hose connections it can be used as a vacuum cleaner or a blower. An ingenious system of baffle plates and filters specially adapts this VACKAR to wet cleaning and to removing excess moisture after scrubbing upholstery and carpets. The motor and mechanism are completely protected from moisture and are unharmed under such use. Thorough filtering of air provides completely clean air for blowing operations.

Its dual service as cleaner and blower also adapts it to all types of industrial cleaning. It is self-contained, rolls easily over rough floors on ball-bearing swivel casters, and its 15-ft. flexible hose easily reaches out-of-the-way corners. Made by The Black & Decker Mfg. Co., Towson, Md. DandW.

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ONE MAN JOB!**

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BOX-CAR-DOOR OPENER**

For box-car doors that stick and bind — here's the tool you need! Saves time. Prevents accidents. Enables one man to easily open and close any box-car door. Full information on request. Dep't J — The MINING SAFETY DEVICE CO., Bowerstown, Ohio

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Here, at last, is the peak of perfection in a Fur Storage Department, achieved through many years of research and practical experience. So revolutionary is this new method of storage that it makes all previous standards obsolete.

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Solvay Sales Corp., 40 Rector St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

**LOADERS (Tractor)**

Allis-Chalmers Mfg. Co., 1126 So. 70th St., Milwaukee, Wis.  
(See advertisement elsewhere in this issue.)

**MACHINES (Fur Cleaning)**

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

**MOTOR TRUCKS**

Chevrolet Motor Div., General Motors Sales Corp., Detroit, Mich.  
(See advertisement elsewhere in this issue.)

Dodge Div., Chrysler Corp., Detroit, Mich.

Ford Motor Co., Dearborn, Mich.

(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

Mack Trucks, Inc., 34th St., & 48th Ave., Long Island City, N. Y.

(See advertisement elsewhere in this issue.)

White Motor Co., 842 East 79th St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

**PADS (Canvas Loading)**

Gilman Bros. Co., Gilman, Conn.

(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

**Goodrich Evolves New  
Plastic Film**

THE development of a method of processing koroseal—a synthetic thermoplastic material—into a transparent and highly durable film with wide industrial application, has been announced by John L. Collyer, president of the B. F. Goodrich Co. The film development is the 7th major product field invaded by koroseal, the synthetic created from limestone, coal and salt, and climaxes 5 yrs. of intensive experimentation, he said.

"Quite unlike other films," Mr. Collyer stated, koroseal film is resistant to outside exposure—sun, oxygen and extremes in changes of temperature. In addition, the new film is extremely water and moisture-resistant, our tests have shown."

Glass clear and highly flexible, the film is now being produced in gauges ranging from one-thousandth of an inch and up. It is made in a variety of colors in transparent, semi-transparent, translucent and opaque forms, the announcement said.

"While the chief uses of the film are in waterproofing and packaging materials, its chemical inertness, flame resistance and di-electric properties make it valuable for laminating chemical containers for holding acids and corrosives and for insulating fine electric wire and cable," Mr. Collyer pointed out. Other more obvious adaptations, he added, are rain-wear garments of all kinds, shower curtains, window draperies, aprons, refrigerator bags and food coverings.

The development of the film, the announcement stated, was made possible with the designing by B. F. Goodrich engineers of a special machine for processing the synthetic. Other processing fields invaded successfully by koroseal are: the treating of fabrics and materials to form waterproofed garments, table cloths and other items; extruded goods such as hose, tubing, electric wire and cable insulation and strip material for belts, suspenders, watch straps and garters; molded gaskets, grommets and other goods; special cements; acid and weather-resisting paints; and korogel, for making flexible molds. *DandW.*

**Waterproof Corroflex Packing**

REFLECTING the growing importance of waterproof packing, the manufacturer announces the addition of a waterproof Corroflex to its line of cushion packing materials. Corroflex is the flexible corrugated packing material with crisscross indentations, that combines a protective corrugated cushion, with an outer covering of Kraft.

Through the addition of the duplex sheet with asphalt lining, still greater strength plus waterproof qualities have been added to this packaging material, for greater resistance against puncturing, abrasion and breakage.

It is expected that the new product will find wide usage on Government orders where specifications require waterproof packing. The company also anticipates a large demand from manufacturers of parts and metal products that require protection against rain, hail, snow or moisture.

## PADS (Kersey)

Gilman Bros. Co., Gilman, Conn.  
(See advertisement elsewhere in this issue.)  
Louisville Bedding Co., 418 East Main St., Louisville, Ky.  
(See advertisement elsewhere in this issue.)  
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

## PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

## PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)  
Standard Pressed Steel Co., Box 500, Jenkintown, Pa.  
(See advertisement elsewhere in this issue.)

## RACKS (Storage)

Reliable Machine Works, Inc., 130 West 20th St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

## TRACTORS (Industrial)

Allis-Chalmers Mfg. Co., 1126 So. 70th St., Milwaukee, Wis.  
(Wheel, Crawler and Snow Removal Types.)  
Automatic Transportation Co., 115 West 87th St., Chicago, Ill.

## TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)

Waterproof Corroflex will be available in a special, all-purpose weight in rolls from 6 to 72 in., and in sheets cut to size, distributed nationally, like other Corroflex products, through local paper jobbers. Manufactured by Sherman Paper Products Corp., Newton Upper Falls, Mass. *DandW.*

## Toledo Scale Folder

NEW structural advantages in its "Truckmaster" and "Truckweigh" motor truck scales are announced by the Toledo Scale Co. in a large folder just published. The innovations listed and illustrated are exclusive and represent advanced truck scale engineering methods, which contribute to scale accuracy plus lower cost maintenance.

Close-up, detail photographs show the structural features of the new self-gauging pivots, suspension assembly, and the 7-lever system with a guaranteed 100 per cent end loading. Each photograph is completely described.

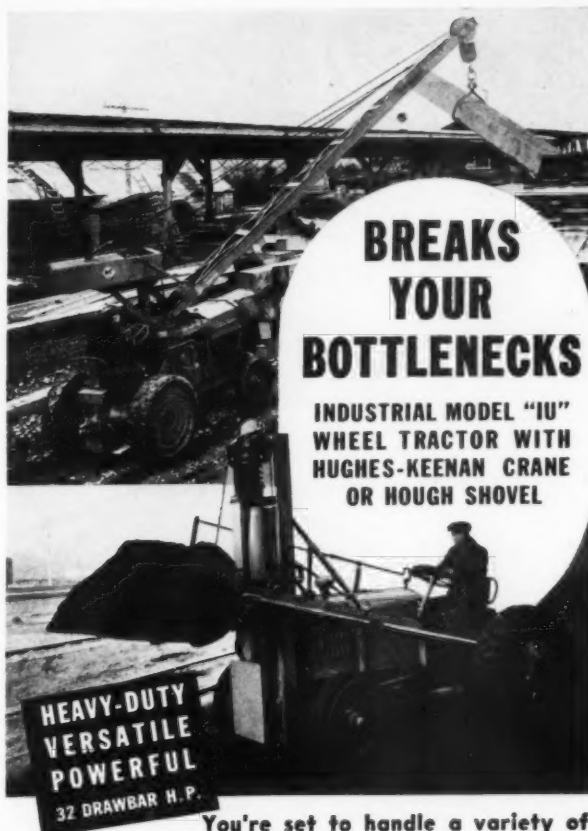
Also included are photographs of some of the scale installations that have been made during the past year. They indicate the increasing variety of businesses which make use of motor truck scales and their importance to municipal and state regulation and control of motor truck transportation.

A copy of the brochure may be obtained by writing to the Toledo Scale Co., Toledo, Ohio. *DandW.*

## San Francisco Measures Future Transport Demands

"Improving Transportation—Rail, Highway, Water and Air" was the subject of a April 3 conference of representatives from all of the groups named at a section devoted to transportation problems in a unique "Town Hall" meeting, an all-day conference of San Francisco's civic needs. This monster gathering included 17 different groups devoted to the question, "Should the Control of Our Harbor Be Returned to San Francisco?" Other subjects on the morning and afternoon sessions were: "Aiding National Defense," "Selling to the Western Empire," "Trading with the Americas,"

(Continued on page 44)



## BREAKS YOUR BOTTLENECKS

INDUSTRIAL MODEL "IU"  
WHEEL TRACTOR WITH  
HUGHES-KEENAN CRANE  
OR HOUGH SHOVEL

You're set to handle a variety of lifting, loading, transporting, cleaning-up or pulling jobs . . . at lowest possible cost . . . with this powerful, versatile wheel tractor equipped with crane or shovel. Takes over much work usually handled by more expensive hoists, cranes or shovels . . . replaces costly hand labor.

### "IU" WITH SHOVEL

Especially useful handling such materials as coal, fertilizer, sand, stone, gravel, ashes, bulk chemicals and snow. Works in smallest space—where big shovels cannot go! Found to be a great outfit for cleaning up coal boats—lowered into hold, it picks up or bulldozes coal from corners and other out-of-way spots and places it within reach of clam bucket. Bucket size to fit your needs—controlled from driver's seat. May be tripped at any height from ground—up to 7'3". Easily loads into trucks.

### "IU" WITH CRANE

Crane is full revolving. Handles loads up to 4,000 pounds. Choice of 12', 15', 18' or 21' boom lengths—other lengths on special order. Power operated, you may raise and lower boom and raise and lower load without moving boom. Counterweight box, directly above turntable, is properly situated to counterbalance load in all boom positions. Small size enables it to enter through doors. Nigger head or drum, attached to hoist drum shaft, is available for snaking loads to within reach of boom—thus extends your operations to untravelable areas.

Speed up materials handling . . . break your bottlenecks . . . lower your cost . . . with this handy, powerful Model IU. See your Allis-Chalmers dealer. Write for descriptive literature.

"IU" with either crane or shovel is available with electric starter . . . pneumatic or solid rubber tires.

For lighter loads, up to 1,800 pounds, we recommend Model IB tractor with crane.

**ALLIS-CHALMERS POWER**  
TRACTOR DIVISION—MILWAUKEE, WIS.

IT DOESN'T COST . . .  
it Pays!



**HEAVY  
DUTY  
STEEL**

## DOLLIES

Nutting makes every size type and capacity of dollies. Here are two that will stand up to the heaviest kind of service.

**FIG. 363 LOW  
FRAME DOLLY**

For work where low height is required. Heavy welded angle steel frame. 6-wheel balance type running gear—4 wheels carry load. 2 sizes—capacity 2000-2400 lbs.

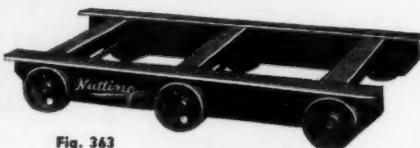


Fig. 363

**FIG. 554 HIGH  
ROLL DOLLY**

Strong welded angle steel frame with cross members curved to 48" diameter (any curve optional). 6-wheel balance type, large axles and roller bearings. Semi-steel or rubber tired wheels. Size 18" x 30"—capacity 4500 lbs.

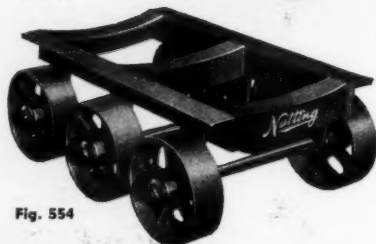


Fig. 554

**Write for Bulletin**  
41-G. NUTTING has or can make anything you need in floor trucks, wheels, casters. Representatives in principal cities. See your classified telephone directory or write for Bulletin 41-G direct to

### NUTTING TRUCK AND CASTER CO.

formerly Nutting Truck Co.

1161 DIVISION ST.

FARIBAULT, MINN.

**FLOOR TRUCK LEADERSHIP SINCE 1891**



## NEW Low Priced LIFT TRUCK!

Towmotor LT-40. Speeds up production. Cuts cost of handling loads up to 3,000 lbs. Lifts, hauls, stacks, "spots" all kinds of materials. Loads, unloads boxcars, trucks. Low priced. Low operating cost . . . less than a man's wages. Write for details.  
**TOWMOTOR COMPANY**  
1269 E. 152nd St., Cleveland, Ohio

*Let  
**TOWMOTOR**  
Take the load off your hands*



## TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

## TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

## TRUCKS (Drum)

Colson Corp., 341 Cedar St., Elyria, Ohio.

## TRUCKS (Fork)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.  
Baker-Raulang Co., 2176 W. 25th St., Cleveland, Ohio.  
Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.  
Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.  
Vaughan Motor Co., 825 S. E. Main, Portland, Ore.  
(See advertisement elsewhere in this issue.)

## TRUCKS, HAND (Cartons & Cases)

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)  
(See advertisement elsewhere in this issue.)

## TRUCKS (Jack)

Colson Corp., 341 Cedar St., Elyria, Ohio.

as well as subjects of more local interest, political, social, and cultural.

In the Transportation Section, one of the chief subjects of discussion was the ability of existing equipment and set-ups, in all transportation categories, to handle present and possible expanded future demands, including those occasioned by national defense needs.

Representatives of the railroads made a bold statement: that not only were the rails organized and equipped to take care of existing demands, but that given "one Eastbound train extra on each trans-continental railway," they could handle, in addition to present freight, all tonnage now taken care of by the inter-coastal steamship trade if required. Speakers for the rails stated that while the real test of car supply will come after September or October of 1941 and through 1942, the railways are "well organized to make use of existing car supply, to get present equipment into good condition and to acquire new cars." It was brought out that the Southern Pacific Railway alone had placed orders for millions of dollars worth of new locomotives and cars. Points emphasized were: that present freight tonnage handled at San Francisco and Bay area is below the peak freight tonnage of 1929 by some 20 per cent, that terminals and freight sheds were adequate then to meet demands made on them, and that these facilities have not been decreased. Another statement was that during the waterfront tie-ups of 1936-37, when the intercoastal ships were out of service for 3 mos. "the rails handled the load without difficulty." Rail men urged shippers and others to help prevent congestion by encouraging heavy loading of cars, prompt loading and unloading of shipments in order to conserve supply of cars. "This will be the greatest service freight users can give for the next 2 yrs." At the present time, rails in this region find that the amount of freight per car is "heavier than ever before." It was estimated, however, that "the defense load will not exceed 8 per cent of the average commercial load."

In the open forum discussion shippers questioned whether the terminal facilities at West Oakland and San Francisco Bayshore yards might not offer problems if extra demands were made on them. Shippers stated that at these points "some congestion had been felt already" and it was a question whether movements of new and Government freight might not result in congestion and possible delays of 2 to 3 days in moving later on. As a result of the debate, a conference was arranged between shippers and railways to work out a means of handling this particular problem. Rail men, however, emphasized that in San Francisco the "railways are well aware of possible future requirements and ready for growth in traffic," even to the point of considering themselves "able to take over if coastwise water transportation should be suspended."

Steamship men were more reticent in their statements.—Gidlow.





**SPECIAL TRUCKS FOR REFRIGERATORS**

All makes of refrigerators are handled with a big saving in time and effort when you are equipped with the latest Refrigerator Truck engineered by Self-Lifting. Time saved pays for the truck many times over. Our trucks, designed for ranges, pianos, boxes and cartons, are saving money for their owners everywhere. Write for bulletins and prices.

**SELF-LIFTING PIANO TRUCK CO.  
FINDLAY, OHIO**

### TRUCKS (Lift)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.  
Baker-Raulang Co., 2176 W. 25th St., Cleveland, Ohio.  
Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.  
Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.  
(See advertisement elsewhere in this issue.)  
Vaughan Motor Co., 825 S. E. Main, Portland, Ore.  
(See advertisement elsewhere in this issue.)

### TRUCKS (Refrigerator)

Netting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.  
(See advertisement elsewhere in this issue.)  
Self-Lifting Piano Truck Co., Findlay, Ohio.

### VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

### WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.  
(See advertisement elsewhere in this issue.)  
Netting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.  
(See advertisement elsewhere in this issue.)

### March Electric Truck Sales

While March domestic bookings of electric industrial trucks and tractors in units were somewhat lower than the record peak reached during February, the dollar value reached a new high, figures released by the Industrial Truck Statistical Assn., Chicago, reveal. During March 436 units were booked, as compared with 112 in the same month of 1940, and 478 in the preceding month.

Total net value of chassis only was \$1,557,591.91 as compared with \$376,439 in March, 1940, an increase of 313 per cent, and \$1,441,521.50 in February, an increase of 8 per cent.

Forty-five non-elevating platform trucks with capacities and base chassis prices ranging from 2,000 to 10,000 lbs. and \$1,200 to \$3,965, respectively, had a net value of \$89,030. All net values are at factories, after additions and deductions for variations from standard specifications, trade-in allowances, etc., when applicable. There were 318 cantilever trucks, with capacities and base prices ranging from 1,200 to 25,000 lbs. and \$1,200 to \$13,865, respectively, with a net value of \$1,223,967; 60 crane trucks, capacities and base chassis prices ranging from 3,000 lbs. @ 7 ft. to 6,000 lbs. @ 6 ft. radius and \$4,250 to \$5,475 respectively, had a total net value of \$228,976; 10 light and heavy duty tractors with base prices ranging from \$1,395 to \$2,275, had a total net value of \$16,728.91; 3 special trucks, capacities and base chassis prices ranging from 2,000 lbs. to 3,500 lbs. and 79 cu. ft., and \$1,770 to \$5,750 respectively, had a total net value of \$11,995.

The March figures are after adjustments for cancellations of one 4,000 lb. capacity fork truck with a net value of \$4,825, and one 6,000-lb. high lift truck with a net value of \$3,725, booked in February and January, respectively.

# HALLOWELL STEEL TRUCKS



Fig. 769  
Pat. Applied for

**MANY TYPES AND STYLES — EACH ONE A MODEL OF STAMINA — AVAILABLE FOR EVERY JOB.**



Fig. 760  
1-Bar Handle



Fig. 751  
4-Pipe Stakes



Fig. 772  
1 Rack



Fig. 753  
4-Wooden Stakes

Floor trucks can't be sissies . . . they have to be able to "take it" if they're going to earn their keep. That's why "Hallowell" Steel Trucks are so popular—they're built to take years of punishment without frequent and expensive maintenance required by ordinary trucks.

With their steel plate platforms, welded construction and wheels that roll easily under all loads, "Hallowell" Trucks insure years of trouble-free service under constant rough treatment . . . a fact frequently verified by reports from enthusiastic users.

Many "Hallowell" types and models are available for all kinds of service and at order-inviting prices. Ask your distributor, or write—

**STANDARD PRESSED STEEL CO.**

JACKSONTOWN, PENNA. (Box 560)

BOSTON - DETROIT - INDIANAPOLIS - CHICAGO - ST. LOUIS - SAN FRANCISCO

### Charlotte Property Altered for Warehousing

Industrial Terminals, Inc., Charlotte, N. C., has purchased the property formerly known as the McClaren Rubber Co. plant and is having the building renovated for warehousing.

Caddis F. Morris is president and John E. Fox is secretary and treasurer. The building contains 50,000 sq. ft. of floor space and is equipped with a sprinkler system and steel sash windows. A private railroad siding is provided and there is a 150-ft. truck loading platform.

Adjoining the main warehouse is a large office building which will be available for sales offices and display rooms. There is also a 5-acre parking lot.

Industrial Terminals, Inc., plans to rent the building to tenants handling non-competitive lines. The building is being so arranged that each tenant will have separate private railroad and truck loading platforms.

### Transportation a Big Factor in Stockton's Growth

Transportation has played a vital and important role at Stockton, Cal., for it was through this medium that a small valley city has grown to a modern thriving inland seaport, open to all markets.

Capt. Chas. Weber selected Stockton as the site for founding his early settlement (about 1848) because of her strategic location at the head of a navigable river-to-the-sea, the San Joaquin River, which would provide the transportation that would so vitally be needed in settling and building a community in this new territory. Also, Stockton was centrally located in the very heart of 2 large fertile valleys.

The necessity for dredging this river for deep water became necessary in later years and, finally, Government approval was secured for construction and maintaining this inland waterway. To date, over \$9,000,000 has been secured for this work by Federal, State and local authorities. The port was officially opened to deep water transportation in 1933. To date, over 1,700 ocean-going vessels have docked to discharge cargoes. The terminal can accommodate 8 large freighters at one time.

The channel is maintained at a depth of 32 ft., bottom width of 225 ft. A large turning basin located at the Eastern end of the channel is 725 ft. bottom width, 1,750 ft. in length, with a top width of 880 ft. The channel is well-lighted by U. S. Lighthouse Div., having some 58 channel lights in addition to numerous beacons and range lights. As a result, about 90 per cent of transportation is accomplished at night, leaving the daytime hours for actual loading or discharging, thus eliminating any lost time.

Stockton has been planned so that motor truck, rail and water transportation merge. Three transcontinental railroads meet, the Western Pacific, Southern Pacific, and Atchison, Topeka & Santa Fe. A belt line railway has been formed to serve all facilities in the port area.

At the present time, Stockton's facilities consist of 12 modern brick and concrete warehouses, each containing about 15,200 sq.ft., equipped with sprinkler systems. Seven transit sheds and wharves, averaging 475 ft. in length by 175 ft. in width are part of the facilities. An open wharf is also provided for storage of bulk commodities, etc.

A future planning program has been carried out for enlargement of this terminal, for when the present curtailment of steamer services is lifted (at the close of the present conflict) this construction will no doubt be undertaken.

A recent acquisition is the stevedoring equipment and gear of the Stockton Terminal & Stevedore Co., which for a number of years has been operating at the port. The Stockton Terminal & Stevedore Co. will continue,

however, to stevedore such vessels as it may desire to handle, either directly or through its affiliated company, the Marine Terminals Corp. The Port of Stockton, through this acquisition, will be in a position to have gear available to rent on customary terms, thus completing the last gap in the rendering of a complete service when desired by a steamship operator.

The latter part of 1940, due to the fact that olive oil has not been imported from foreign countries since the outbreak of the war, California olive oil started moving in volume to the East Coast. This is increasing rapidly, as many California concerns have become active in this regard.

As a result of national defense measures, the port has bid on ore materials, rubber, hemp and wool.

### Lawrence Opens Offices in New Orleans & Charlotte

Opening of a southern field warehousing division of Lawrence System, Inc., in New Orleans, La., has been made. H. D. Hamilton will be the branch manager. Mr. Hamilton has been in the warehouse business in New Orleans for the past 16 yrs. A Charlotte, N. C. office has been established. W. P. Taylor, Jr., formerly a member of the Allied Distribution, Inc., staff, is its district manager. The territory will comprise the Carolinas as well as parts of Georgia, Tennessee and Virginia.

### Wisconsin Canal

Wisconsin is to have a new ship canal that will join Green Bay and Lake Michigan at Sturgeon Bay in the Northern part of the State. There is a canal between these 2 places now, but it is to be enlarged so that the deepest draft lake freighters can use it. The depth is to be increased to 22 ft., work under a Federal appropriation of \$275,000 to start in July. An additional \$1,660,000 has been allocated for river and harbor improvement in Wisconsin during the coming year.—Hubel.

### Canaveral Harbor, Fla., Improvements

Port improvements at Canaveral Harbor, Fla., scheduled to cost \$1,661,000, have been approved by the U. S. Army. This harbor is adjacent to the Banana River Airplane Station. There will be a turning basin 27 ft. deep, 1,000 ft. wide and 1900 ft. long on the South side; 900 ft. long on the North side. Other plans call for an entrance channel 27 ft. deep and 300 ft. wide, and a barge canal leading across the river, Merritt Island and Indian River to the intercoastal waterway. This canal will be 8 ft. deep and 100 ft. wide, with a lock 50 ft. wide and 250 ft. long.—Lord.

### Cuban Sugar Freight Rates Compared With Last War

In view of the rise in Cuban freight to New York to 45 cents in April, it may be of interest to note that in the last war the highest rate attained was 65 cents in 1917, but the average for that year was 38.5 cents which became the officially set rate during 1918, 1919 and 11 mos. of 1920.

In the first half of 1914, the rate from Cuba to New York was 8.5 cents, but it jumped to 20.5 cents in the last half, with the average for the year at 13.3 cents. In 1915 the high was 41 cents, the low 18 cents, and the average 29.6 cents; 1916 high was 56 cents, low 20 cents, and average 37.2 cents; 1917, high 65 cents, low 17 cents, average 38.5 cents; 1918 and 1919 were set at 38.5 cents; 1920, high 38.5 cents, low 22 cents, average 37.5 cents; and 1921, high 25 cents, low 15 cents, and average 19.6 cents.

The average rate from Cuba to New York for 1940 was 22.73 cents. The rise since to 45 cents is one of the major reasons for the firmness in sugar prices.

## BIRMINGHAM, ALA.

1880—Sixty-one Years of Service—1941

**HARRIS TRANSFER & WAREHOUSE CO.**

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —  
Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING

Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

## BIRMINGHAM, ALA.

Member

**STRICKLAND****Transfer & Warehouse Co.**

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.Rs.

## BIRMINGHAM, ALA.

MEMBER

**WITTICHEN****Transfer & Warehouse Co.**

Fireproof Warehouse

Household Goods and Merchandise

Pool Car Distribution

Member: A.W.A. &amp; M.W.A.

BONDED



## MOBILE, ALA.

**Merchants Transfer Company**

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded  
Authorized Transfer AgentsA.T.&N., G.M.&N., L.&N., M.&O. &  
Southern Railroads. Pan Atlantic S/S Corp.

## MONTGOMERY, ALA.

**Alabama Transfer & Warehouse Co.**

500 Block North Perry St.

BONDED — FIREPROOF —  
WAREHOUSE  
STORAGE & DISTRIBUTIONMembers N.F.W.A. — A.W.A. — A.C.W. —  
A.V.L.

## MONTGOMERY, ALA.

**MOELLER TRANSFER & STORAGE CO.**

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service

Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

**Four Billion Dollars****In Defense Contracts****Awarded to D and W Readers****From June 13, 1940, to****January 15, 1941**

## LITTLE ROCK, ARK.

**COMMERCIAL WAREHOUSE CO.**

801-7 East Markham Street

A Complete Branch House Service — Fire-  
proof Sprinklered — Low Insurance —  
Private Railroad Siding — Quick Service.Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 9-0966 1525 NEWBERRY AVE. MON353

## LITTLE ROCK, ARK.

Arkansas' Largest Warehouse  
Merchandise—Household Storage• Absolutely  
Fireproof  
• Low  
Insurance  
Rates  
• Pool Car  
Distribution  
• Compartments  
for household  
Goods**TERMINAL WAREHOUSE CO.**

LITTLE ROCK ARKANSAS

Member American Warehousemen's Association  
American Chain of Warehouses.

Agent for Allied Van Lines, Inc.

## LOS ANGELES, CAL.

Branches Con-  
veniently LocatedOPERATING WAREHOUSES  
IN PRINCIPAL CALIFORNIA CITIES**BEKINS**

VAN &amp; STORAGE CO.

1335 S. FIGUEROA ST.  
Herb Holt, Manager

## LOS ANGELES, CAL.

*The***CALIFORNIA WAREHOUSE**1248 WHOLESALE ST.  
Merchandise ExclusivelySTORAGE  
DISTRIBUTION  
TRANSPORTATIONLOS ANGELES  
Sprinklered—A.D.T.

## LOS ANGELES, CAL.

Since 1898  
**MERCHANDISE-HOUSEHOLD GOODS**Fireproof Building, Nearest Main Retail  
and Center of Wholesale District.  
Executive Control of Each Account**GOLYEAR'S**  
VAN & STORAGE CO.  
415 So. San Pedro Street

## LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

**DAVIES WAREHOUSE COMPANY**

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL  
the FIRST . . . Established 1893 . . . MORE THAN  
ORDINARY SERVICE . . . We invite inquiries relative to  
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

## LOS ANGELES, CAL.

Completely Equipped  
Merchandise  
**LOS ANGELES WAREHOUSE CO.**  
316 Commercial Street  
Household Goods



LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles

**LYON**

VAN STORAGE

SERVES CALIFORNIA

San Francisco  
Oakland  
Fresno  
Stockton  
Glendale  
Hollywood  
Los Angeles  
Pasadena  
Long Beach  
Van Nuys

Let Lyon Guard Your Goods

Member N.W.A. & L.A.W.A.

LOS ANGELES, CAL.

**METROPOLITAN WAREHOUSE CO.**

Merchandise Warehousing and Distribution

Reinforced Concrete Sprinklered Building—A.D.T. Alarm

Centrally Located in Metropolitan Area

Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET  
LOS ANGELES

1305 First National Bank Bldg.  
CHICAGO



Offices for Rent  
Telephone and Secretarial Service  
Basement Cooler Room

Contact in your community representative of the A.T. & S.F. Ry.

MEMBER  
CalWA LWA

LOS ANGELES, CAL.

**Overland Terminal Warehouse**

Served by



1807 East Olympic Blvd.

General Merchandise Storage

Sprinklered—A.D.T.

U. S. Customs Bonded Warehouse No. 11  
Cool Room Accommodations

For Complete Information Write Us Direct  
or Handle with Our Associates

**CROOKS TERMINAL WAREHOUSE, INC.**

CHICAGO NEW YORK KANSAS CITY  
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

Or Nearest General Agency Union Pacific Railroad

LOS ANGELES, CAL.

Specializing In  
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### Pac. Coast Pledge of "No Strikes, No Lockouts"

A pledge from both management and labor in the shipbuilding industry on the Pacific Coast of "no strikes, no lockouts," and the establishment of coastwise standards for labor relations there, promises to give the 2-mo. Pacific Coast Shipbuilding Stabilization Conference national significance and probably offer a pattern for other regions to follow, in the opinion of Government observers of the Conference, which was held at the Hotel Whitcomb in San Francisco commencing Feb. 4.

As the conference recessed exactly 2 mos. later, reconvened in Seattle, April 21, John P. Frey, president of the metal trades department of the American Federation of Labor, one of the key figures in the conference, announced that a master contract had been completed which it was anticipated would serve as a model for the entire Pacific Coast area, and later, for other sections of the United States.

Full details of the contract will not be revealed until after full ratification, which was expected by April 21 when the conference reconvened, but it is understood that, in addition to the "no strike, no lockout" pledge of both parties, which appears to guarantee uninterrupted production of ships from Seattle to San Diego, the agreement would establish a 6-day week in shipyards, with time-and-a-half paid for Saturday work, and double time for holidays and Sundays.

In a joint statement—the first to come out of the completely closed meetings—John Frey, representing labor, and H. Gerrish Smith, president of the National Council of American Shipbuilders, gave the wording of the no-work-stoppage pledge:

"There will be no lockouts on the part of the employer or suspension of work on the part of the employee. This agreement is a guarantee that there will be neither strikes nor lockouts and that all disputes will be settled by arbitration. . . ."

In addition to representatives of shipyard management and labor, the conference was attended by representatives of the Office of Production Management, the Navy, and the Maritime Commission. Dr. Isador Lubin, representing Sidney Hillman of the O.P.M., was enthusiastic about the agreement, which he thought would be studied by the entire country. He said: "All Government agencies concerned with the shipbuilding program are highly gratified at this very definite evidence of real cooperation being displayed by both labor and industry in the interests of national defense. Here on the Pacific Coast a pattern is being cut which the rest of the Nation will be eager to follow. It is the definite feeling of the Government agencies concerned that the basic significance of the agreement on this clause is that it indicates a genuine determination by all parties to participate actively and constructively in putting the defense shipbuilding program on a solid foundation."—*Gidlow.*

### Equalizes Tonnage Density At San Francisco Piers

Because of the demands being made on San Francisco harbor, resulting in increasing density of cargo, according to Harbor Commissioner J. F. Marias, a system has been instituted to equalize the activity at the various piers, so that one will not be very busy or congested while others are operating lightly. "We checked up on all piers," Marias explained to *DandW*, "and established for each pier what we call its highest point of density, arbitrarily set at 100. With this to go on, we keep in touch with the business at the various piers with the object of equalizing the activity. For instance, if we find one pier with a 40 per cent density, another at 80 per cent (in the light of our arbitrary figure of 100) we try to balance the two so that both will be operating at 60 per cent. That is, we are making them

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all take ships in their proper turn and utilizing authority to see that this is adhered to."

The system is working out well, the Commission believes.—Gidlow.

**Control of San Francisco Harbor May Not Change**

The bill in the California legislature proposing transfer of San Francisco Harbor from the State to the city has received a unanimous "do pass" recommendation from the assembly committee on commerce and navigation and there is every likelihood that it will win in the assembly, though there is less likelihood of its getting through the Senate. If this should happen, most authorities agree that Governor Culbert L. Olson would veto the measure, though this is not a certainty as the governor has not definitely stated his position. Neither has he taken any stand with respect to a State subsidy, which shipping men are asking as the price of continued State control, the City of San Francisco having offered to provide such a subsidy if the harbor is transferred to local government.

William Montgomery, who heads the San Francisco Chamber of Commerce foreign trade division (which usually reflects the views of shippers and steamship companies) said that his organization would be inclined to look more amiably on local control if the city should offer a subsidy. The groups represented by this Chamber of Commerce department have in the past been opposed to city control, and still favor State control, all else being equal.

Spokesmen for steamship groups claim that among those opposed to the transfer are the California Farm Bureau Federation, The Pacific American Shipowners' Assn., individual steamship companies and their representatives, maritime labor groups, and others, all of whom distrust city "politics."

While spokesmen for the drayage industry believe change to local control would be "transfer from one set of politicians to another," nevertheless, the local ones might be easier to get at and therefore influence, and this might be an advantage, they say, since they have long agitated for improvements on the San Francisco waterfront that would make loading and unloading of commodities easier. One of the chief demands of the draymen, according to J. F. Vizzard, secretary of the Draymen's Association of San Francisco, is for the construction of bulkheads at certain docks which lack these facilities. "Most of the piers remain as they were constructed for the horse-drawn vehicle era," says Vizzard. "An exception is the American-Hawaiian Steamship Co.'s dock, which has room for 20 trucks to back in. Matson and Luckenbach piers should have similar facilities so as to afford room for trucks and space for stevedores to work. When 2 or 3 of the 'country trucks' get onto some of the docks, there's no room for anyone to work effectively and quickly." (The "country trucks" are tractor semi-trailers.) Mr. Vizzard claims that lately there has been some congestion at certain docks due to lack of bulkheads, but he gives credit to the Harbor Commission for a good job done during the past year in reconditioning the Belt Line Railway, on which about one million dollars has been spent. This railway serves the waterfront and is the property of the State.

Joseph F. Marias, Harbor Commissioner, says that warehousing and other groups have always objected to the construction of State or city owned shipside storage facilities, which is one reason for the conditions objected to, and repeats that there is no congestion on the waterfront (although competitive drayers "sometimes get in one another's way"), but admits that both warehousemen and the Harbor Commission are agreed that for large bulk movements, multiple storage facilities on the piers would be complementary to and not competitive with private warehousing facilities and might facilitate distribution of such heavy movements.—Gidlow.



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## Defense Against Sabotage

(Continued from page 9)

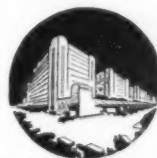
the time being and clear up the unholy mess that threatened to sabotage his plant. Such instances were by no means rare. Nor was the custom of hastily throwing up flimsy buildings for additional storage space at short distances from the major buildings of plants. Management did not see fit to extend protection to these poorly built additions. And there was no thought of housekeeping in these overcrowded, temporary structures where materials of every description were stored. Fire, therefore, was almost inevitable, and when it raged out of the makeshift buildings it invaded the other portions of the plant.

A sprinkler system or a modern automatic fire alarm system is to be expected in any plans for protection. However, a good sprinkler system is one that has been kept up-to-date and is always in working order—not on part-time duty. Like a stitch in time, the sprinkler often saves nine. I can recall one case where it would have saved 9,000,000. That was the number of gallons of water poured into a blazing warehouse on the Brooklyn waterfront by dozens of fire engines, water towers and fire boats. For 3 days, men fought futilely against the warehouse inferno and accomplished little—because not one of those 9,000,000 gals. could reach the seat of the blaze. Nine gallons, flowing from a sprinkler head at the start of the fire, could have snuffed it out—experts have agreed on that. But there was no sprinkler. The owner thought he was saving money by not installing one; he wound up with a loss of \$250,000.

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- Ample Swift Elevators
- Power as Required
- Adequate Utilities
- Abundant Parking Space
- Free from Congestion
- Truck Elevators
- Second Level Roadway
- Traffic Tunnel
- and Many Other Features

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.



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22 Years of Reliable Service

**Available Storage and Moving Company, Inc.**

Storage—Packing—Shipping  
Local and Long Distance Moving  
7732 Stony Island Avenue  
Telephone—Saginaw 4700  
Ags.: Aero Mayflower Transit Company

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CHICAGO'S LOOP WAREHOUSE

**C & A TERMINAL CO.**

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Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

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**CURRIER-LEE WAREHOUSES, Inc.**

(Represented by)

GRANDS TO SHIPPER

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**Complete Facilities for Merchandise  
Storage and Distribution**

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Member A. W. A.

**Griswold-Walker-Bateman Co.**

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- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
- Write for your copy of "The Way to Distribution."

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## CHICAGO, ILL.

Member: N.E.W.A.  
Allied Van Lines

Serving Chicago & Suburbs For  
Over 35 Years.



Consign Your Shipments To

**JOYCE BROS. STGE. & VAN CO.**

Main Office 6428 N. Clark Street  
Rogers Park 0033



## CHICAGO, ILL.

**NATIONAL VAN LINES INC.**

2431 IRVING PARK RD.

Interstate moving of H.H. goods—Nationwide agents and warehouse facilities in all key cities. I.C.C. Permit 242886

We specialize in pool car shipments of H.H. goods coast to coast in padded freight cars—No crating necessary—Low rates. Consign your shipments to our nearest warehouse. We will reship

TO TRAFFIC MANAGERS: Our tariff is very low. Wire or write us when transferring personnel.  
New York City: 1775 Broadway Los Angeles, Calif.: 447 Commercial

**Four Billion Dollars**

In Defense Contracts

Awarded to D and W Readers

From June 13, 1940, to January 15, 1941

tral station and to the fire department the moment a sprinkler head opens.

A saboteur bent on putting the sprinkler system out of commission would have a tough time with a supervised system, because it would flash a trouble signal to the central station whenever a shut-off valve was closed or some other trouble condition existed that might impair the water supply or otherwise make the system ineffective.

But don't let a sprinkler system lull you into a false sense of security. If materials are jammed right up to the ceiling against the sprinkler heads, you can't expect much action from them. Many a fireman can tell of times when he has gone into a blazing building and found it so packed he couldn't run a length of spaghetti into the seat of the blaze—much less a hose line. The smart shipper will shun such space economy.

Remember that storage facilities are no more fire-proof than their contents, so if for any reason, sprinkler protection is not desirable, the shipper would be well advised to look for the safety afforded by an automatic fire alarm—particularly the pneumatic type so much in use today. This seemingly magical system operates instantly upon a rapid rise in temperature and flashes an alarm to a central station which immediately summons the fire department.

Another important point to consider is the human element, the night watchman in particular. It is he who often bears the sole burden of protecting the property through the long hours of the night and at other times when the building is closed. The staggering responsibility of that job is too much for any watchman to bear unless he has outside support. In many cases such support can be obtained by connecting the watchman's patrol stations to an outside central station which checks his performance, investigates any failure to signal at the prescribed time and comes to his assistance in case of accident, illness, attack by intruders or any other emergency.

Today with the threat of enemy activity in our plants and the increased danger of catastrophes resulting from "hurry-up" production, the watchman requires help more than ever. The operation of the patrol or watchman's control stations, mentioned earlier, is interesting. This patrolling is regulated so that the watchman must make his rounds in a pre-arranged routine and to cover every part of his assigned area. When the watchman inserts a key into the No. 1 reporting station box, an adjustment is automatically made in the key so that it will work next only in box No. 2. The watchman cannot skip No. 2 and go to box No. 3; his key would not work. He must go in order to each of the stations which of course would be strategically located throughout a plant. At each stop his key is made ready for the next station. At intervals are electrical transmitters which send signals to central headquarters, signifying that all is well.

If there is a delay in the reception of any signal at headquarters, armed guards are dispatched to investigate the trouble, whether it be physical attack on the watchman, illness, or accidental injury.

If an intruder breaks into the plant and forces the watchman to make his customary rounds to allay suspicion, there is a secret method by which the watchman may convey an emergency signal and bring assistance on the double quick.

A final consideration is to make certain that regulations which compel the storage of only certain types and combinations of materials are being observed. In today's headlong haste it is just human nature to discard some of the rules ordinarily observed. The shipper should follow this rule of thumb if he wants to avoid trouble: know where your goods are stored; how they are stored; and what is stored near them.

An earnest effort on the part of American shippers to observe these few sensible precautions will conserve resources that this country is going to need desperately in the next few years.

CHICAGO, ILL.

# MIDLAND



**A complete warehouse organization fully equipped to handle merchandise rapidly and economically**

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Outbound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express and Truck Lines on premises.

*Inquiries Invited on Storage, Office and Rental Requirements*



**MIDLAND WAREHOUSES, INC.**  
1500 South Western Avenue,  
Chicago, Ill.

## GOLDEN JUBILEE

1891 1941

Come to North Pier Terminal



### NORTH PIER TERMINAL

Largest warehouse in the Great Central Market territory.

Especially adapted for combination of office and warehouse or factory. • Splendid shipping facilities including all phases of transportation. • Rail, water, tunnel, truck. • Track capacity 150 cars. 2500 feet of dockage for boat unloading. • Direct water service from Eastern Seaboard, Gulf and Canada. • Direct free tunnel connection all railroads. • Free consolidated pick-up service for 135 highway truck lines. • Low insurance rates. • Heavy floor load. • Ample free parking. • Good local transportation. • Our general storage division operating in separate buildings with same facilities. • Storage in-transit, pool car distribution, customs bonded. • Write for monthly publication, it is free, no obligation to you.

### North Pier Terminal Co.

589 E. Illinois St., Chicago—SUP. 5606  
New York office: 25 Beaver Street, Tel. HAN. 2-1172

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**Household Goods Storage  
Moving—Packing—Shipping**

Established 53 years

## PETERSON FIREPROOF WAREHOUSE

1011-13 East 55th St.  
Agent Greyvan Lines

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For Personalized Warehousing

## PRODUCERS WAREHOUSE CO.

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## THOMSON TERMINALS INC.

346 W. Kinzie St. C. M. St. P. & P. R. R.

## BROKERS REPUBLIC WAREHOUSE CO.

409 W. Ontario St. C. M. St. P. & P. R. R.

Prompt Deliveries Advances Made

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444 WEST GRAND AVENUE, CHICAGO, ILLINOIS  
Ontario Warehouse Co., 425 West Ontario Street

Two Warehouses close to the Loop. Direct railroad connections.  
U. S. Customs Bonded. Low insurance rates.

CHICAGO, ILL.

"CONSIGN YOUR SHIPMENTS TO ME

## DEPEND ON FRED REMER

ALWAYS ON THE JOB TO SERVE YOU"

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Commercial Hauling & Moving in Chicago &  
Suburbs for 33 Years

See Our Ad in January Issue



CHICAGO, ILL.

John F. Seng  
President

WABash 6852

John J. Egan  
Vice-President

## SENG WATERWAY WAREHOUSE

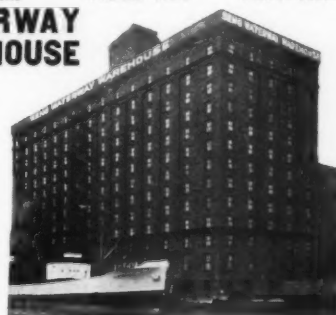
One Half Million Sq. Ft.  
of Modern Warehouse  
Space.

Warehousing-Brokers Of-  
fices. U. S. Customs Bond-  
ed Stores.

Shipments received and  
dispatched by water - rail  
or truck. Private track of  
Pennsylvania R. R. direct  
into Warehouse. In the  
heart of downtown Chi-  
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One block from Main U. S. Post Office



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For Distribution in CHICAGO Use

## SYKES SERVICE

Fully sprinklered warehouse building for merchandise  
storage exclusively.

Centrally located—only 12 minutes from the loop.  
Complete warehouse service with personal supervision.  
Pool Car Distribution

**SYKES TERMINAL WAREHOUSE**  
929 West 19th Street Chicago, Ill.

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**Soo Terminal Warehouses**

519 W. Roosevelt Road  
Merchandise Storage—Pool Car Distribution  
COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without  
Offices. Trackage—Free Switching—Fireproof  
Represented by  
National Warehousing Service

"THE  
ECONOMICAL  
WAY"



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Merchandise Storage and Distributors

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Est'd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

**ADVANCES MADE**

Our ample financial resources enable you to negotiate  
loans right in our office.

Prompt Delivery and Best of Service.

## CHICAGO, ILL.

# ESTABLISH YOUR CHICAGO BRANCH

In the modern building of Western Warehouse. No matter what facilities you require, you will find it more economical and satisfactory to take advantage of Western's unusual service.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

**WESTERN WAREHOUSING COMPANY**

323 West Polk Street

Chicago, Ill.

## DANVILLE, ILL.

Agents for the Grey Van Lines, Inc.

Merchandise Storage & Motor Freight Terminal

**DUNNING AND HILL**

318-320 East North St., Danville, Illinois

Distribution of LCL and Carload shipments. Warehouse located on Wabash with private siding. Free switching service from all other roads. In the wholesale district. We specialize in factory distribution. Terminal for the Decatur Cartage Co. Trunk service to all points. Chicago freight rates apply on Eastern and Western shipments. We have equipment for handling heavy machinery.

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H. G. Taylor, Pres. R. C. Shumate, Treas. & Mgr.



## Decatur Warehouse Company (SHUMATE TRANSFER)

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TRANSFER—STORAGE—DISTRIBUTION  
MOVING—PACKING

Licensed—Bonded—Insured Carriers

## E. ST. LOUIS, ILL.

"Building A Better Warehouse"

**METROPOLITAN WAREHOUSE CO.**

STORAGE • DISTRIBUTION • CARTAGE  
OFFICE AND DISPLAY ROOM SPACE

BONDED—SPRINKLERED—A.D.T. SERVICED—LOW INSURANCE  
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## JOLIET, ILL.

Telephones 501 and 502

## Joliet Warehouse and Transfer Company Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West

Located on five Trunk Lines and Outer Belt  
which connects with every road entering Chicago.

No switching charges.

Chicago freight rates apply.



## PEORIA, ILL.

OUR DEPENDABILITY YOUR ASSURANCES  
OF SATISFACTION.

**FEDERAL WAREHOUSE CO.**

800 So. Adams St.

Peoria, Ill.

Peoria is the logical Center of Distribution for Illinois.  
We will be pleased to explain our service and facilities.

Member of C.I.W.A.—A.W.A.—N.F.W.A.

## PEORIA, ILL.

## NATIONAL STORAGE COMPANY

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

801 SO. WASHINGTON ST.

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**BARTLETT WAREHOUSE**

Modern Plant C.&N.W. Siding Free Switching

"Sparkling Service"

502-514 Cedar St.

Phones: Main 133, 134

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## MEAD JOHNSON TERMINAL CORP. EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States. Sprinklered—A.D.T.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

Member of A.W.A.

\* Represented by  **ALLIED INSURANCE INC.**

NEW YORK

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CHICAGO

1525 NEWBERRY AVE. MON. 55.31

## FORT WAYNE, IND.

## FORT WAYNE [ WITH MIGHT AND MAIN ] STORAGE CO. [ THE SAME ]

FIREPROOF AND NON-FIREPROOF BUILDINGS.

Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Sidings—Pool Car Distribution



### Centralized Purchasing Plan for Army

(Concluded from page 22)

Under the centralized buying plan, produce will be purchased at the market centers in definite quantities on a delivered basis, or, as the Army has it, f.o.b. camp, post or station at which delivery is to be made. Wherever possible, car lot or truck lot purchases will be made; where quantities to be purchased are not big enough to make an entire car or truck, mixed cars or truck lot purchases will be made.

Until regulations are changed, all purchases amounting to over \$2,000 must be made on written bids; however, recognizing the fact that it would be impractical to secure written bids in the matter of perishables, this requirement has been lifted and may be dispensed with under the new centralized purchasing plan. Growers, dealers and sellers wishing to sell the Army should, therefore, contact the procurement officer, Quartermaster Corps, in each of the market centers.

Inspection, under competent market inspectors, will be made at either point of shipment or destination, whichever is more feasible, but in all cases final acceptance will be contingent upon inspection for quality and all quantity delivery at point of destination. The Agricultural Marketing Service of the U. S. Dept. of Agriculture will be the final arbiter in cases of dispute, and wherever practical, vendors in car lots will be required to furnish a Federal certificate as evidence that the merchandise meets Federal specifications.

Less-than-car lot purchases may be permitted under certain circumstances, but the intent is to purchase in straight car lot or truck lot quantities, wherever possible. However, camps and posts which have less than 1,000 men, and are not located within easy reach of the market centers, are exempt from these purchasing regulations.

Under the present set-up, Army camps and posts assigned to market centers are all within a radius of 100 miles from such centers; most camps and posts are well within a 100-mile radius; many of them less than 50 miles away.

### Personnel and Obituary

(Continued from page 14)

The Traffic Club of New York, is back at his office after being laid up for a period of some weeks as a result of an accident which fractured his right leg and dislocated an ankle. His host of friends will welcome this good news.

J. G. Hollmeyer has become vice-president and general manager of the Seaboard Terminal & Refrigeration Co., Jersey City, N. J., according to an announcement of W. J. Sinek, senior vice-president and chairman of the cold storage division of the City Ice & Fuel Co., Cleveland, parent company. H. C. Browning has been appointed vice-president and treasurer. Mr. Hollmeyer and Mr. Browning both joined the company in 1932, the former concentrating on the fruit, vegetable and dairy industries throughout the country, and the latter acting as assistant secretary and assistant treasurer.

### Donald Graves Bates

DONALD GRAVES BATES, 41, president of Oregon Transfer Co., Portland, Ore., and general manager of the Interstate Terminals, died April 11 at the Coffey Memorial Hospital of chronic nephritis.

Mr. Bates was born at Olympia, Wash., and came to Portland when he was a small boy. He attended the

### FORT WAYNE, IND.

#### PETTIT'S STORAGE WAREHOUSE CO. "Fireproof" Buildings STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
Private siding

### HAMMOND, IND.

#### GREAT LAKES WAREHOUSE CORPORATION

General Merchandise—Storage and Distribution

Established 1922

E. C. Faure

Plummer Ave. & State Line St.

Vice-Pres. & Mgr.

(Tel.—Ham'd 3780-31)

FACILITIES—150,000 sq. ft., Fireproof, concrete-steel-brick const.

(Tel.—Chicago—Ext. 2200)

Siding on I&M RR; exp. 50 cars. Located within Chicago switching district. Transit privileges.

SERVICE FEATURES—Motor term. on premises—hourly del. to Metro. Chicago and suburbs.

ASSOCIATION—Indiana Warehousemen's & American Warehousemen's, Cold Storage Division.

### HAMMOND, IND.

Members N.E.W.A., Allied Van Lines



#### JOHNSON

#### Transfer and Warehouse

STORAGE FOR HOUSEHOLD GOODS AND  
OFFICE FURNITURE



WAREHOUSE and OFFICE: 405 Douglas Str.

### INDIANAPOLIS, IND.

Member of



#### CENTRAL PUBLIC WAREHOUSE & CARTAGE CO.

601-637 Kentucky Ave., Indianapolis, Ind.

Complete Storage and Distribution Service

New York

120,000 Sq. Ft., Sprinkler System, Automatic fire and burglar alarm—

A.D.T. Private Siding PRR. Insurance Rate 12½¢. Branch office facilities.

### INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

#### HENRY COBURN STORAGE and WAREHOUSE CO.

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance

Represented by  
DISTRIBUTION SERVICE, INC.

Members:  
A.W.A.—Indiana W.A.

### INDIANAPOLIS, IND.

"Indianapolis' Finest"



#### HOGAN

TRANSFER & STORAGE CORP.

\* FURNITURE STORAGE \* SHIPPING  
\* FIREPROOF WAREHOUSE \* PRIVATE RAIL SIDING

### INDIANAPOLIS, IND.

#### INDIANA TERMINAL & REFRIGERATING CO.

230-240 So. Penna. St.

Phone Market 4361

Sprinklered Warehouses

Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building.

### INDIANAPOLIS, IND.

#### Strohm Warehouse & Cartage Company

230 W. McCarty St.

Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and  
Checking Out. All Merchandise on Check Out Cars Placed  
on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

## INDIANAPOLIS, IND.

# THE TRIPP WAREHOUSE COMPANY

1001 E. New York Street

Complete facilities for the storage and distribution of  
**MERCHANDISE**

PRIVATE SIDING—BIG FOUR—CONNECTING  
WITH ALL RAILROADS—NO SWITCHING  
EXPENSE. TRUCK SERVICE.

Member A. W. A.—Ind. W. A.

Write for complete description of services  
to meet your individual requirements.

MEMBER  
SINCE 1919

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. NEW YORK 18 1535 NEWBERRY AVE. MONSIEUR

## MUNCIE, IND.



B. W. HARDESTY, Owner &amp; Mgr.

## HARDESTY TRUCKING

121 N. Mulberry St. Telephone 4413

Local and Long Distance

### MOVING—STORAGE—CRATING

Consign shipments via C&O or Big 4. Distribution of  
Merchandise & Household Goods Pool Cars.

Agent for

Aero-Mayflower Transit Co.—National Furniture Movers

## SOUTH BEND, IND.

## Ullery Cold Storage & Warehouse Co.

401-403 S. Notre Dame Ave.

Merchandise and Cold Storage

Modern Cold Storage Locker Plant, 1000 Capacity

Private Siding on Grand Trunk Western Railroad

Pool Car Distribution, Trucking Service

Member A.W.A.—Ind. W.A.



## TERRE HAUTE, IND.

A.D.T. Service

## Distributors Terminal Corp.

Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We  
do the rest. U.S. Licensed and Bonded Canned Foods Warehouse  
License No. 12-4.

## CEDAR RAPIDS, IOWA

## AMERICAN TRANSFER & STORAGE CO.

SINCE 1907

General Merchandise Warehousing and Distribution. Cold  
Storage.

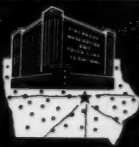
Modern Brick Warehouse, Sprinklered 80,000 Square Feet.

Siding on C. M. St. P. & P. Rd. Free Switching from Other Roads.  
Motor Freight Terminal. Agent Greyvan Lines.

## CEDAR RAPIDS, IOWA

## Cedar Rapids TRANSFER & STORAGE CO.

FIREPROOF WAREHOUSE  
AND TRUCK TERMINAL ON TRACKAGE  
All Modern Facilities For Efficient Warehousing  
and Distribution of Merchandise  
DAILY SERVICE IN EVERY DIRECTION



## DAVENPORT, IOWA

## EWERT & RICHTER EXPRESS & STORAGE COMPANY

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage.

Phone Dial 3-3653.

Branch office and Warehouse service—Missis-  
sippi Valley reaching 20 Million Consumers.

Pool- and Stop-over Distribution.

Truck Terminal &amp; Motor Truck Service.

Members: AWA NFWA IAWA.

Associated Warehouse, Inc.

Agents, ALLIED VAN LINES.



Washington High School and served in the World War with the 3d Oregon regiment in which he enlisted at age of 17. Returning from overseas duty, he joined his brothers in the garage business and in 1926 purchased the Oregon Transfer Co. He had been manager of the Interstate Terminals since 1935.

He was a member of the Waverly Country Club, Arlington Club, and Portland Post of the American Legion.

Surviving are his widow, 2 children, his father and a brother.—Haskell.

### Frederick C. Bryan

FREDERICK C. BRYAN, 78, general traffic manager, Allis-Chalmers Mfg. Co., Milwaukee, and one of the nation's leading shipping officials, died April 3. His death was due to a heart attack. Born May 1864, at Bern, N. C., Mr. Bryan was educated in the East, and went to the Middle West in 1892 to open the Chicago office of the Norfolk & Western Railroad. In 1911 he joined Allis-Chalmers as general traffic manager, and 8 yrs. ago was appointed chairman of the National Shippers Advisory Committee.

### Abraham Hoffberger

ABRAHAM HOFFBERGER, 58, long active in warehousing in Baltimore, Md., died April 3. Mr. Hoffberger was vice-president of the Merchants Terminal Corp., and for 25 yrs. was vice-president of C. Hoffberger Co., cold storage firm founded 50 yrs. ago by his father, the late Charles Hoffberger. Mr. Hoffberger was an Elk and a Mason. Surviving him are his wife, 2 daughters, a son and 5 brothers.—Jones.

### R. W. Rounsavall

R. W. ROUNSAVALL, 58, president of the Central Terminal Warehouse Co., Lexington, Ky., died March 24 after an illness of several weeks. Mr. Rounsavall was born in San Marcos, Texas. He is survived by his wife and 3 daughters.

### W. L. Couey

W. L. COUEY, 67, president of the Couey Storage & Transfer Co., Trinidad, Colo., died March 24 following an illness of 6 weeks. He was born at Sedalia, Mo., and settled in Trinidad in 1893. His warehouse business was established in 1919. Survivors include his wife, 4 sons, 2 sisters and 3 brothers.

### R. R. Hall

R. R. HALL, president of the O. K. Transfer & Storage Co., McAlester, Okla., died the early part of April as a result of a stroke following an illness of several week's duration.

### R. V. Crabtree

ROBERT VERNON CRABTREE, 47, traffic manager of the O. K. Storage & Transfer Co., New Orleans, La., died March 26, after a prolonged illness. He was a native of Greene, Ia., and had worked for the storage company for 27 yrs. He is survived by his wife, a daughter, a stepdaughter, his mother, 3 brothers and 2 sisters.

### R. E. Manning

R. E. MANNING, 44, vice-president and Northwest manager of the Lawrence field warehousing service, Portland, Ore., died March 28 as a result of injuries received when his automobile was wrecked. Survivors include 3 brothers and a sister.—Haskell.

DAVENPORT, IOWA

MEMBER AMERICAN CHAIN OF WAREHOUSES

**MERCHANTS**  
TRANSFER & STORAGE CO.  
ESTABLISHED 1903  
Merchandise Storage, Furniture Storage & Pool Car Distribution  
MEMBERS: A.W.A.—N.F.W.A.—I.A.W.A.—  
AGENTS—ALLIED VAN LINES, INC.

DES MOINES, IOWA

**BLUE LINE STORAGE CO.**  
200-226 - Elm - Des Moines, Ia.  
Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering Des Moines  
Members: A.W.A.—N.F.W.A.—I.A.W.A.—M.O.W.A.

DES MOINES, IOWA

Member American Chain of Warehouses

**MERCHANTS**  
TRANSFER & STORAGE CO.  
TRY OUR SUPERIOR SERVICE  
48 years' warehousing nationally known accounts gives you Guaranteed Service  
Daily reports of shipments and attention to every detail.

DES MOINES, IOWA

**MERCHANDISE & FURNITURE STORAGE**  
Pool Car Distribution  
Special Heavy Equipment for Machinery, Boilers, Presses.  
**REPERT TRANSFER & STORAGE CO.**  
ONE HUNDRED FIFTH AVE.  
Siding C. R. I. & P. Ry. Free Switching from any R. R.  
Operators—Wholesale Merchants Delivery—Retail Merchants Delivery  
Agent Greyvan Lines.

DES MOINES, IOWA

**WHITE LINE TRANSFER & STORAGE CO.** 120 S.W. 5th Ave. Des Moines, Iowa  
Merchandise & Household Goods Storage  
—Fireproof Warehouses—  
Lowest Insurance Rate. Pool Car Distribution. Private Siding. Free Switching. Free Rail or Truck Pick-up Service.  
Member of A.W.A.—May, W.A.—Ia. W.A.  
Represented by **ALLIED DISTRIBUTION INC.** CHICAGO  
11 WEST 42ND ST. PH. 6-0946 1535 NEWBERRY AVE. MOH.3531

MASON CITY, IOWA

A. W. A. — May, W. A.

**MASON CITY WAREHOUSE CORPORATION**  
Merchandise Storage, Household Goods Storage, Pool Car Distribution, Local and Long Distance Moving.  
Packing & Crating, Local Transfer, Private Sidings, Motor Freight Terminal.

WATERLOO, IOWA

**IOWA WAREHOUSE CO.**  
Fireproof Warehouse Motor Truck Service  
Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

DODGE CITY, KANSAS

JOHN PRESSNEY, Owner and Mgr.

**THE DODGE CITY WAREHOUSE CO.**  
501 West Chestnut, Foot of Boot Hill  
MERCHANDISE — HOUSEHOLD GOODS AND COLD STORAGE  
Distribute Pool Cars, Ship via RI or Santa Fe Rys.  
Member AWAm—Kas MTA

KANSAS CITY, KANSAS

**INTER-STATE TRANSFER AND STORAGE COMPANY**  
FIREPROOF WAREHOUSE  
18th & MINNESOTA  
Packing, Moving, Storing and Shipping. Private Siding  
Agent for Allied Van Lines, Inc.  
L. J. CANFIELD, Proprietor Telephone Dr. 3420

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

**TOPEKA TRANSFER and STORAGE Co., Inc.**  
Established 1880  
A.W.A. N.F.W.A.  
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE  
Private Switch Connections AT & SF, CRI & P, U.P. and M.P.

WICHITA, KANSAS

**A Modern Distribution and Warehousing Service**  
**Brokers Office & Warehouse Co.**  
B. W. BILLINGSLEY, JR., Manager  
Member of American Chain of Warehouses

WICHITA, KANSAS

Write or Wire

**Cassell**  
TRANSFER & STORAGE CO.  
WICHITA, KANSAS  
Fireproof Storage and Sprinkler System

WICHITA, KANSAS

**UNITED WAREHOUSE CO.**  
Merchandise Warehouses  
at TWO BIG MARKETS  
WICHITA, KANSAS — KANSAS CITY, MO.

LOUISVILLE, KY.

H. W. Lamppin, Pres.

Serve your customers in the Louisville territory promptly from stock kept in this modern, clean warehouse. The personal attention we give each account will bring in those repeat orders.  
21 Trucks — Clean, Dry Space — Reasonable Rates  
Responsible Service — P. R. R. Siding  
**LAMPPIN WAREHOUSE COMPANY, INC.**  
1409 MAPLE STREET LOUISVILLE, KENTUCKY  
Represented by **ALLIED DISTRIBUTION INC.** CHICAGO  
11 WEST 42ND ST. PH. 6-0946 1535 NEWBERRY AVE. MOH.3531

LOUISVILLE, KY.

**Louisville Public Warehouse Company**  
25 WAREHOUSES 944,000 SQUARE FEET  
Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdse. H. H. Goods



## LOUISIANA

## SHIPPERS' SERVICE SECTION

D and W, May, 1914

## ALEXANDRIA, LA.

B. F. HENRY, Pres. HARRIET POWERS, Secy.-Treas.

## Rapid Transfer and Storage Co., Inc.

1056-1058 WASHINGTON STREET

Merchandise and Household Goods Storage

Pool Car Distribution

Ship via R.I. Ry.—So.P.—L.&amp;Ark. Ry.—Mo.P. and T.&amp;P.

Agents for Allied Van Lines, Inc.  
Member NFWA-SWA

## NEW ORLEANS, LA.

E. B. FONTAINE, Pres. &amp; Mgr.

# Commercial Terminal Warehouse Company

## INCORPORATED

### Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.



Member of

Storage Cartage Forwarding  
Distributing Bean Cleaning  
and Grading FumigatingOffice 402 No. Peters Street  
NEW ORLEANS LOUISIANA

## NEW ORLEANS, LA.

N. W. Dietrich, Pres. Neelia Dietrich Collins, V.P.

## DIETRICH &amp; WILTZ, INC.

## IMPORTERS' BONDED WAREHOUSE

Office: 340 Bienville St., New Orleans, La.  
Complete Warehousing and Distribution Service for New Orleans and its territory.  
200,000 square feet of storage space with track room for 30 cars at one placement. Fully licensed and bonded for your protection.Member of A.W.A.—A.C.W.  
Same Management Bienville Warehouses Corporation

## NEW ORLEANS, LA.

# Douglas Shipline Storage Corporation

## Douglas Public Service Corporation

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San FranciscoNew Orleans, La.  
Sprinklered storage—  
1,500,000 square feet.  
Wagon and Furniture  
Switch track capacity—  
100 cars.  
Nine warehouses conven-  
ient to your trade.  
Loans made against nego-  
tiable receipts.  
Trucking Department op-  
erating 105 trucks.  
Insurance Rates 12¢ to  
48¢.

## NEW ORLEANS, LA.

## MALONEY TRUCKING &amp; STORAGE, Inc.

1200 SOUTH FRONT ST.

An able servant to the PORT OF NEW ORLEANS  
Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigat-  
ing—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—  
Sprinklered Bldg.

UNITED STATES AND STATE BONDED

Represented By:

Interlake Terminals, Inc., New York—Chicago  
New Orleans Merchandise Warehousemen's Ass'n.

## NEW ORLEANS, LA.

T. E. GANNETT, Owner

## Standard Warehouse Company

100 Poydras St., New Orleans, La.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHON 9-0066 1225 NEWBURY AVE., MONROE

Complete Warehousing Service

## SHREVEPORT, LA.

## Terminal Warehouse &amp; Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered,  
40,000 square feet. Distribution of Pool Cars. Transfers House-  
hold Goods.

Member of A.W.A.—May. W.A.—S.W.A.

## BANGOR, MAINE

## McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

## General Storage and Distributing

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

## PORTLAND, MAINE

## Atlantic Storage &amp; Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General  
Merchandise except  
goods detrimental to foodstuffs

Modern construction

Sprinkler system protection

Insurance rate 16½¢

A.D.T. Automatic Burglar System

Storage in transit privilege on flour, canned  
goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room



## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing

## BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses

Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway



## BALTIMORE, MD.

## CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of

The Baltimore &amp; Ohio Railroad Co.

A.D.T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore &amp; Ohio Railroad

## BALTIMORE, MD.

MAIN OFFICE: 400 KEY HIGHWAY

U. S. Customs  
Bonded Draymen

# DAVIDSON

## TRANSFER & STORAGE CO.

Household Goods and Merchandise—Storage—Delivery  
—Uncrating—Special Flat Bed Trucks for Lift Cases  
Agents: Allied Van Lines . . . Member N. F. W. A.

## BALTIMORE, MD.

Martin J. Reilly, Pres. A. Bernard Heine, Vice-Pres.

# FIDELITY STORAGE CO.

## 2104-6-8 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse  
Your Clients Efficiently Served All Collections Promptly Remitted

## MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Member of N.F.W.A.—Md.F.W.A.—Md.M.T.A.

Agent for Allied Van Lines, Inc.

# Atlantic States Shippers Get Ready for Peak Rail Tonnage

CONDITIONS that will face shippers and the railroads in the not too distant future are serious enough to warrant immediate action to prepare for same. According to the facts brought out at the 55th regular meeting of the Atlantic States Shippers Advisory Board, held at the Lord Baltimore Hotel, Baltimore, Md., April 9 and 10, tonnage in the third quarter for the Nation will rise to 6,340,818, or an increase of 14.9 per cent over last year's figure for the same period. For the Atlantic States, comprising New York, New Jersey, Pennsylvania, Delaware, Maryland and the Eastern shore of Virginia, tonnage will amount to 683,430, a 13.1 per cent increase over last year's tonnage for the same period.

Diversion of tonnage from intercoastal ships withdrawn from service, it is estimated, will add 10 per cent more tonnage to transcontinental railroads on the average, and a peak tonnage increase that may reach 15 per cent. This peak includes tonnage that will come from the speeding up of production. It was stated that in spite of this situation, the transcontinental railroads are in a position to handle 50 per cent more freight than is now being carried.

It was also pointed out that Atlantic ports are experiencing the piling up of tonnage as yet not shipped to Great Britain. As a result, shippers were cautioned to make allowance for same when forwarding merchandise to such points.

They were also cautioned to do all within their power to load and unload cars speedily so that these could be released to other shippers that need them. It was pointed out that in some instances, particularly on the West Coast, shippers are failing to cooperate, at least to the extent of taking advantage of fast freight and day delivery to the East Coast. Instead, they are using slow freight that takes 14 days, thus adding to a possible car shortage. This situation is being investigated and will be remedied.

In his talk the last day at the luncheon of the group, R. S. Henry, assistant to the president of the Association of American Railroads, stated: "The finest railroads in the world—and that's what we have in the United States—cannot do the American transportation job all by themselves. They could not do it even if they had twice as many locomotives as they have and 3 times as many cars, for transportation is a co-operative enterprise. It can be accomplished satisfactorily and dependably only when those who furnish the transportation service, and those who use it, work together."

Mr. Henry cautioned against a repetition of the bottleneck transportation situation that existed in the last World War. He advised the following as a solution to such a problem: "Don't choke railroad yards with cars of priority freight until nobody knows what's what. Handle all freight in cars as it comes, changing the routine only as to any freight which cannot be unloaded promptly upon arrival, and as to that freight, don't let it be loaded in cars at all unless it can be unloaded promptly when it gets to destination. Coordinate shipping and railroad transportation so that there will be no tie-ups at the ports."

The export business moving through the Atlantic and Gulf ports, according to Mr. Henry, now ranges from two-thirds to three-fourths as much as the export business at the peak of the World War, and yet today's business is moving, and for many months has moved, so smoothly and with so little difficulty that the public generally has not even heard of it.

(Concluded on page 85)

## BALTIMORE, MD.

**Norman Geipe**  
**VAN LINES**

**&  
FIRE-PROOF STORAGE WAREHOUSES**  
524 to 534 WEST LAFAYETTE AVENUE  
BALTIMORE, MD.

The Most Complete Moving and Storage Organization in Baltimore. MERCHANDISE and HOUSEHOLD GOODS—Two Warehouses conveniently located—Packing—Crating—Lift Van—Local drayage—desk space. Long Distance Moving to all points.—Certificate granted—MC-52452.

Tariff-Independent Movers' and Warehousemen's Assoc.

## BALTIMORE, MD.

**McCORMICK** WAREHOUSE COMPANY

LIGHT AND BARRE  
STREETS

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

## BALTIMORE, MD.

\* AN ASSOCIATED

**Terminal Warehouse Co.**

Operating four Modern Warehouses on tracks of  
Pennsylvania Railroad Company.

Trucking Storage  
A.D.T. Watchmen

Pool Car Distribution  
Financing Bonded Space

Founded  
1893



Resources  
\$750,000

## THE ADVERTISERS IN THIS PUBLICATION

reach

**16,336 SHIPPERS**

of raw materials and finished products.

**6,457 CARRIERS**

Rail — Water — Motor Freight

**4,788 PUBLIC WAREHOUSES**

Merchandise — Cold Storage — Household Goods

with their every-month messages to these

**28,000 BUYERS of**

Services — Supplies and Equipment

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

## BOSTON, MASS.

**CLARK-REID CO., INC.**  
 GEO. E. MARTIN, President  
 GREATER BOSTON SERVICE  
 HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING  
 OFFICES: 87 Charles St., Boston  
 380 Green St., Cambridge  
 Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

## BOSTON, MASS.

**CONGRESS STORES, Inc.**

38 STILLINGS ST.

PERSONAL  
SERVICEGENERAL  
MERCHANDISE STORAGECENTRAL  
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. &amp; H. R. R.

Protected By  
A.D.T. ServiceMember  
Mass. Warehousemen's Assn.

## BOSTON, MASS.

Established 1896  
 PACKING MOVING  
 D.W. **DUNN CO.**  
 STORING SHIPPING  
 COMPLETE WAREHOUSING FACILITIES  
 CONTAINER SERVICE  
 46 Bronfield St. Member May W. A. 3175 Washington St.

## BOSTON, MASS.

CHARLES RIVER STORES  
 131 Beverly Street  
 Boston and Maine R. R.  
 ALBANY TERMINAL STORES  
 137 Kneeland Street  
 Boston and Albany R. R.  
 DIVISIONS OF  
**FITZ WAREHOUSE CORPORATION**  
 GENERAL MERCHANDISE STORAGE  
 Free and Bonded Space -:- Pool Car Service  
 Successors to  
**FITZ WAREHOUSE & DISTRIBUTING CO.**  
 Rail and Motor Truck Deliveries to All Points in New England  
 \* Represented by  
 NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
 11 WEST 42ND ST. PENN. 6-0967 1525 NEWBERRY AVE. MON.5531

## BOSTON, MASS.

**Hoosac Storage and Warehouse Company**  
 Lechmere Square, East Cambridge, Mass.  
 FREE AND BONDED STORAGE  
 A.D.T. Automatic Fire Alarm  
 Direct Track Connection B. & M. R. R.  
 Lechmere Warehouse, East Cambridge, Mass.  
 Hoosac Stores, Hoosac Docks, Charlestown, Mass.  
 Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

W. A. KESLO Pres.  
 A. WALTER LARKIN Treas. & Mgr.  
 C. F. COWLEY, Asst. Treas.  
**J. L. KESLO COMPANY**  
 Established 1894  
 General Merchandise Warehouses  
 UNION WHARF, BOSTON  
 Free and Bonded Storage  
 Connecting all railroads via  
 Union Freight Railroad Co. Motor Truck Service  
 Member of Mass. W. A. A.D.T. Service

## BOSTON, MASS.

**MERCHANTS WAREHOUSE CO.**  
 453 COMMERCIAL STREET  
 BOSTON, MASS. . . . . CAPITAL 770  
 One of the Chain of Tidewater Terminals  
 and Inland Warehouses  
 Free and Bonded Storage . . . Union Freight Railroad  
 A. W. A. M. W. A.

## BOSTON, MASS.

**STORAGE IN BOSTON**  
 Unexcelled Facilities for General Merchandise Storage  
 Out of the Congested Areas  
 ALSO BRANCH OFFICE FACILITIES.  
**New England Storage Warehouse Co.**  
 32 George St. Boston, Mass.  
 Member of N.F.W.A.—Mass.F.W.A.

## BOSTON, MASS.

**WIGGIN TERMINALS, Inc.**  
 50 Terminal St. Boston (29)  
**STORAGE**  
 B. & M. R.R. N. Y., N. H. & H. R.R.  
 Mystic Wharf. E. Street Stores  
 Boston South Boston

## BOSTON, MASS.

ESTABLISHED 1830  
**D. S. WOODBERRY CO.**  
 P. O. BOX 57, NORTH POSTAL STATION, BOSTON  
 Largest Pool Car Distribution Specialists for New England  
**TRUCKING & STORAGE**  
 BOSTON & MAINE R.R. SIDING

**Packaging Salt and Chemicals**

(Concluded from page 11)

importance, especially when handling rush orders for salt. There are times, for instance, during a heavy snow storm, with considerable ice and sleet, when railroads and industrial plants will send urgent calls for large quantities of salt for use in thawing switches, roadways, signals, and so on. Indeed, the lift truck has become so vital a part of handling practice at the Pioneer plant that an imprint of an electric truck is featured on all advertising going to the trade.

**Rail Leasing of Neb. Unused Space Fought by Warehouses**

Leading Nebraska warehouses have filed objections with the Nebraska Railroad Commission to the application of the railroads for the establishment of a rule governing the leasing of unused storage capacity in their various freight houses.

The warehouses insist that they are fully equipped to take care of all storage demands, that the opening of railroad freight houses for storage purposes would cause serious loss and substantial damage to them. They assert that the proposed rules are vague, indefinite and non-restrictive; that they provide for no control or regulation such as is lodged with the Commission; that it is beyond the charter powers of the railroads to engage in this business; that it will lead to discrimination, rebating and favoritism as between shippers and towns, and would make a storage point of every city and town in the State, and give the railroads a control of the flow of freight that would be very detrimental to motor truckers.



**FALL RIVER, MASS.**

**BOSTON, MASS.**  
**NEW BEDFORD, MASS.**  
**PROVIDENCE, R. I.**  
**NEWPORT, R. I.**

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.  
Gen. Merchandise Storage  
and Pool Car Distribution  
Local and Long Distance Trucking

**LYNN, MASS.**

**LYNN STORAGE WAREHOUSE CO.**  
154-156 Pleasant St.

The only Fireproof warehouses on the North Shore complete with every facility and private sidings for the storage and distribution of merchandise, automobiles and household goods. 100,000 sq. feet of space.

Distributors—Packers—Shippers—Movers  
Member N.F.W.A.—Mass. F.W.A.



**NEW BEDFORD, MASS.**

**NEW BEDFORD STORAGE WAREHOUSE CO.**

MAIN OFFICE — 152 FRONT STREET

Large modern warehouses centrally located in wholesale district—specially constructed for storage, handling and distribution of general merchandise.

Storage and Industrial Space for Rent or Lease  
Furniture, Storage, Packing and Shipping  
Member of NFWA—AVL—American Chain of Wholes.



**SPRINGFIELD, MASS.**

**T. ROBERTS & SONS, INC.**

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

**SPRINGFIELD, MASS.**

**Atlantic States Warehouse  
and Cold Storage  
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member { A. W. A.  
M. W. A.

Daily Trucking Service to  
suburbs and towns within  
a radius of fifty miles.

**SPRINGFIELD, MASS.**

F. G. Mooney, Pres. J. C. Hyland, V-Pres.

**HARTFORD DESPATCH  
and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and  
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut  
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.  
Members: NFWA—AWA—ACW—AVL Agents

**SPRINGFIELD, MASS.**

MEMBER

**J. J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,  
Shipping, Pool Car Distribution of All Kinds  
Fleet of Motor Trucks



**DETROIT, MICH.**



**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing  
district, within a half-mile of all freight terminals.  
Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,  
serving the west side of Detroit and the city of  
Dearborn. Specializing in heavy and light package  
merchandise and liquid commodities in bulk. Con-  
nected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

**DETROIT, MICH.**

**DETROIT STORAGE CO.**

Established 53 Years

**STORAGE WAREHOUSES  
ALL OVER DETROIT**

Local and Long Distance Removals  
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222



**DETROIT, MICH.**

**Henry & Schram Storage &  
Trucking Company**

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING  
CAR LOAD DISTRIBUTION

Private Siding on

Wabash—Canadian Pacific—Pennsyl-  
vanian—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and  
A.D.T. Burglary and Fire Protection  
"Your Interests Are Always Ours"

1941-63 W. Fort Street  
DETROIT, MICHIGAN



**GOLDEN JUBILEE**  
1891 1941

**GRAND TRUNK WAREHOUSE  
& COLD STORAGE COMPANY**

DETROIT, MICH.  
Ferry Ave., E. and Grand Trunk Railway



Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New Trunk Line  
Ultra-Modern Plant Terminal  
Complete Service  
Continent-wide Connection

DETROIT, MICH.

**John F. Ivory Stge. Co., Inc.**  
MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING  
6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

### Where Location Means Profit to You!

150,000 square feet, divided into storage space and offices and street level show rooms, with full-size, clear vision windows facing the busiest thoroughfare in Detroit.

Quick service on pool cars and prompt reshipment via our own trucks. 10-car siding and free switching from all railroads. Large enclosed dock for sorting speeds handling and delivery. Send for illustrated folder.

**JEFFERSON  
TERMINAL WAREHOUSE**  
Detroit 1900 E. Jefferson Ave. Michigan

DETROIT, MICH.

Established 1882



**RIVERSIDE  
STORAGE & CARTAGE CO.**  
Cass & Congress Sts., Detroit, Mich.  
Household Goods and Merchandise Storage  
Moving—Packing—Shipping  
Personal Service Guaranteed  
Members—A.W.A.—N.F.W.A.—Allied Van Lines



DETROIT, MICH.

AN ASSOCIATE

Golden A.W.A. Jubilee  
1891 1941

*In Greater*  
**DETROIT**  
THE BEST IS  
★ U.S. ★

**UNITED STATES WAREHOUSE COMPANY**  
1448 WABASH AVENUE PHONE RANDOLPH 4730

DIVISION OF  
**UNITED STATES COLD STORAGE CORPORATION**

OPERATING

United States Cold Storage & Ice Company	Chicago
United States Cold Storage Company	Kansas City
United States Cold Storage Company	Dallas
United States Warehouse Company	Detroit



DETROIT, MICH.

Members N. F. W. A.

**Wolverine Storage Company, Inc.**  
11850 E. Jefferson Ave.  
STORAGE AND MOVING, PACKING AND SHIPPING  
Agent for Allied Van Lines, Inc.

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE

### COLUMBIAN STORAGE & TRANSFER CO.

Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru Columbian

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHEN 8-0066 1525 NEWBERRY AVE. MON 553

LANSING, MICH.

Established 1919



**FIREPROOF STORAGE CO.**  
430-440 No. Larch St., Lansing, Mich.  
Merchandise and Household  
Goods Storage  
—Modern Fireproof Building—  
Pool Car Distribution—Private Siding  
P.M.R.R.  
Trucks for Local Deliveries  
Member of A.W.A.—May W.A.



**ATTENTION  
SHIPPERS**

Sometimes storage space is scarce at the plant, and stocks can be scattered at strategic spots throughout the country. Often this is cheaper than building or using valuable factory space.

## Coconut Oil

(Concluded from page 13)

with water, after which they are steamed and rubbed down with copra meal and cloths, dozens of natives getting inside the tanks to do this work.

Aside from the large scale distribution of coconut oil as it comes from the crushing plant at Manila, much of the product is treated in the company's American refineries for various industrial uses. Among these Kellogg refined coconut oils, is an edible oil widely used in all kinds of food manufacture—nut butter, shortening, candy filler, etc. Then there is Silverseal, known as the cochon type. This water-white, neutral coconut oil with all impurities carefully removed, is used in the highest grades of white and tinted soaps, while Crystalite, a mechanically-bleached Manila oil is adapted for general soap purposes. Three hydrogenated grades are used in candy manufacture as an ingredient in caramels, taffy, peanut brittle, fondants, and cream centers; and, because of its high melting point, by bakers during Summer months. Another coconut oil product that finds extensive use in the bakery trade in the production of sandwich fillings, filled wafers and cookies, etc., is a plasticized coconut oil, obtained by running the oil over a chill roll.

Copra cake and meal—residues from the crushing of dried copra in the production of coconut oil—because of its nutritive quality, easy assimilation and digestibility, has found a valuable place as an ingredient for mixed feedings for farm animals. Copra meal has become very popular with American feed users, especially in connection with dairy herds, as well as for its incorporation in the feeds of beef cattle, sheep, swine, and poultry.

When considering the widespread facilities for the handling, processing, and distribution of the far-flung line of vegetable oils produced, refined, and marketed by this company, one cannot help but be reminded of that far-off day in 1824 when great-grandfather Supplina Kellogg at the age of 35 gave up his vocation of wool carding and cloth dressing to embark in the linseed oil business at West Galway in the Mohawk Valley near Amsterdam, N. Y. The capacity of Supplina Kellogg's first mill was 2 barrels a day, production being controlled by the whim of the motive power—a blind mule—who was said to achieve maximum output only when good and fresh.

From such small beginnings has a great industry been built up step by step. The old mill and motive power were replaced, and from year to year ever more modern equipment was installed and new plants built at strategic points so that plants are now operated at the following points—Buffalo; Chicago; Decatur, Ill.; Des Moines, Ia.; Los Angeles; Minneapolis; New York; St. Paul; Superior, Wis.; Manila (P. I.), and Hankow (China), always keeping pace with industrial development in producing high quality oils to supply the exacting needs of our ever expanding industries. It is expected that about 50,000 tons of coconut oil and 25,000 tons of copra meal will be imported during 1941 by Spencer Kellogg and Sons.

## New Cargoes to New Orleans

As a result of the Administration's "good neighbor" policy, the port of New Orleans is handling cargoes that never before moved through the city in large amounts, according to a summary of new business made public in the official weekly bulletin of the port.

In the last month, more than 700,000 bags of coffee were taken to New Orleans from Brazil, about 3 times the volume of coffee imports in any similar 30-day period, the report said. The bulletin also mentioned the arrival of one shipment of more than 1,500 cases of wine products from Argentina.

## LANSING, MICH.

### LANSING STORAGE COMPANY

The only modern fireproof warehouse in Lansing exclusively for household storage.

### RUG—TRUNK—SILVER VAULTS

WE KNOW HOW  
440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)



## LANSING, MICH.

### MICHIGAN BUTTER & EGG CO.

703 E. Kalamazoo St.,

Cold Storage & Merchandise Warehouse

Pool Car Distribution

Private Siding Michigan Central R. R. and  
Pere Marquette R. R.

## SAGINAW, MICH.

### BRANCH HOUSE SERVICE

#### ... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

### CENTRAL - WAREHOUSE CO.

1840 No. Michigan Avenue

SAGINAW, MICHIGAN



Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHIN. 6-0066 1525 NEWBERRY AVE. MOH. 533

## MINNEAPOLIS, MINN.

**Kedney**

A.W.A.—N.F.W.A.—Minn. N.W.A.

STORAGE  
MDSE. & HOUSEHOLD GOODS  
WAREHOUSE CO.

517 WASHINGTON AVE., NO.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHIN. 6-0067 1525 NEWBERRY AVE. MOH. 533

## MINNEAPOLIS, MINN.



### MINNEAPOLIS TERMINAL WAREHOUSE CO.

STORAGE — TRUCKING — POOL CAR  
DISTRIBUTION

Complete Facilities At The Three Important Centers  
Minneapolis Midway St. Paul

## MINNEAPOLIS, MINN.

**CENTRAL and  
COMPLETE  
FACILITIES**

### NORTHWESTERN TERMINAL CO.

600 Stinson Blvd.

Member: MINNEAPOLIS N. W. A.

Merchandise warehouse completely sprinklered—U. S. Custom and State Bonded. Pool cars distributed.

Close to metropolitan Minneapolis and St. Paul, Northwestern Terminal places at your disposal 15 trucks, 10 tractors and 35 semi-trailers—complete motor equipment.

Minneapolis

## ROCHESTER, MINN.

903 6th St., N. W.

Phone 5236



### CAREY TRANSFER & STORAGE

Bonded Warehousemen  
Complete Warehouse Facilities for Storage & Distribution  
MERCHANDISE

Experienced Organization and Equipment for  
MOVING, PACKING AND STORING  
HOUSEHOLD GOODS  
Modern Buildings. Private Siding CGWRR Co.  
MOTOR TRUCK SERVICE

Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.



## ST. PAUL, MINN.

**A COMPLETE WAREHOUSING SERVICE**

**Merchandise Storage — Cold Storage  
Pool Car Distribution  
Industrial Facilities**

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

**CENTRAL WAREHOUSE COMPANY**

**739 Pillsbury Avenue St. Paul, Minnesota**

Phone: Nester 2831



Represented by DISTRIBUTION SERVICE, INC.  
210 E. N. Wacker St. 100 Broad St. 525 Third St.  
CHICAGO NEW YORK CITY SAN FRANCISCO  
Phone: Superior 7180 Phone: Phone: Sutter 3481  
Bowling Green 9-0886

## ST. PAUL, MINN.

**Kedney** **STORAGE**  
**WAREHOUSE CO.**  
8th and John Sts.  
A.W.A.—N.F.W.A.—Minn. N.W.A.  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PHIL. 5-0467 1515 NEWBERRY AVE. MILWAUKEE

## JACKSON, MISS.

**RICKS STORAGE CO.**  
BONDED WAREHOUSEMEN  
Complete Warehouse Facilities for Storage and Distribution  
MERCHANDISE  
Experienced Organization and Equipment for  
MOVING, PACKING and STORING  
HOUSEHOLD GOODS  
Modern Buildings, Sprinklered, Private Siding ICCR Co.,  
Low Insurance Rate  
MOTOR TRUCK SERVICE

## JOPLIN, MO.

**SUNFLOWER LINES, INC.**  
Successors to Toltz Transfer & Storage Co.  
1027-41 Virginia Ave. Joplin, Mo.  
Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates  
**PACKING—STORAGE—SHIPPING**

## KANSAS CITY, MO.

In Kansas City  
**it's the A-B-C FIREPROOF WAREHOUSE CO.**  
Distribution Cars are so handled as to  
carefully safeguard your own interests  
and those of your customers.  
Three Fireproof Constructed Warehouses  
Member of N.F.W.A. Agents, Allied Van Lines, Inc.

## KANSAS CITY, MO.

Merchandise Storage - Low  
Insurance Rates - Pool Car  
Distribution - Freight For-  
warders and Distributors  
via rail or daily motor ser-  
vice to entire Southwest.  
**ADAMS**  
**TRANSFER & STORAGE CO.**  
MEMBER OF  
American Chain of Ware-  
houses  
American Warehousemen's  
Association - Traffic Club  
Chamber of Commerce  
"Surrounded  
by line  
wholesale  
Distributors"  
UNION  
TRUCK  
TERMINALS  
228-236  
West Fourth St.

## KANSAS CITY, MO.

**CENTRAL STORAGE CO.**  
Efficient, Complete Merchandise Warehousing Service  
Office—1422 ST. LOUIS AVE.  
(West 10th Street)  
In Center of Wholesale and Freight House District

**The Story of Insurance**

(Concluded from page 26)

mobiles owned by employees or operated by them for business purposes, be insured in the joint interest of employer and employee or under a contingent form of policy.

Elevator liability insurance, similar to steam boiler insurance, provides for periodic inspections which serve as a preventative and are worth a substantial part of the cost of the protection.

Fidelity bonds covering the dishonest acts of employees are desirable under one of the broader blanket forms, although individual bonds may be written at a small saving. The investigation conducted by bonding companies is worth a large portion of the cost, and it has been proved that a bonded employee is less likely to become dishonest than one who is not bonded.

There are many other forms of license or permit bonds required by States or municipalities which are readily obtainable through companies writing these forms.

These companies also provide insurance known as forgery, as well as depository bonds. The need for the latter form of bond has largely disappeared within recent years, provided the bank with whom you deposit your funds, insures the deposits of the customers up to \$5,000 through the plan of the Federal Government. In instances where the funds subsequently exceed this sum, and it is not desirable to overcome this condition by the use of additional banks, some form of excess bond of this type may be secured.

Messenger and inside holdup insurance is particularly needed in connection with the transportation and warehouse industries because of the considerable cash transactions involved.

Warehousemen that are conducting a retail antique or household furnishings business should consider a storekeeper's form of policy which covers the assured against inside and outside robbery, kidnapping, safe burglary, burglary into premises and damage to property.

Transportation companies that have substantial receivables at all times from large shippers, might well investigate credit insurance either on the individual plan or on the total business. The bankruptcy of a principal customer might involve a company in a sizeable loss.

Life insurance is no longer confined to the individual to create or supplement an estate, but is being used more and more in business relations between partners and to protect a business against the loss of key men. Many large employers are convinced that group life not only reduces labor turnover, but also follows the social trend needed to further the closer relations between labor and management.

Although we have referred briefly to the important types of insurance that your industry may need, we have not attempted to approach the special problems that may confront many, such as those who have railroad sidings and need contractual liability insurance. Those who are acting as distributors or dispensers may be interested in the subject of products liability. To those who have such special problems, may we say that this magazine would be glad to hear from them, and, if their problem is of interest to the industry, we shall be glad to publish further articles on this subject.

**Lakes Liner Changes Hands**

A group of Chicagoans, organized as the Cleveland & Buffalo Transit Co. of Illinois, announced that it had purchased the liner Seelandbee from the Cleveland & Buffalo Transit Co. of Delaware.

KANSAS CITY, MO.



**CROOKS TERMINAL WAREHOUSES**

Financing  
"Kansas City's Finest Warehouses"  
A.D.T. BURGLAR ALARM  
LOWEST INSURANCE RATES  
COOL ROOM FACILITIES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT  
Operating  
Brokers' Warehouse, Security Ware-  
house, Terminal Warehouse

KANSAS CITY, MO.

**STORAGE  
AND  
DISTRIBUTION**



300,000 sq. ft.  
Trackage on  
three railroads  
Truck docks—  
Low Insurance

**Merchandise Warehouses, Inc.** ST. LOUIS AVE.  
& MULBERRY ST.

KANSAS CITY, MO.

Established 1903

POOL CAR TERMINAL—Spacious, enclosed, sheltered loading  
dock, facing wide Street in Wholesale and Shipping District on  
B&O-Alton Railroad siding.

**MERCHANDISE STORAGE — GENERAL CARTAGE**

Sprinklered—A.D.T. — Fleet modern Equipment

**THE ONLY WAY TRANSFER & WAREHOUSE CO.**

1400-10 St. Louis Avenue

KANSAS CITY, MO.

Established 1926

**THE H. H. SMITH STORAGE CO.**

1015-19 Mulberry St.

**Merchandise Storage—Drayage—  
Pool Car Distribution**

Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.

Morris M. Stern, Pres. & Treas.  
Norman J. Sipe, V. P. & Secy.



**WALNUT WAREHOUSE, Inc.**

2020-24 Walnut St.

"Right in the Midst of Business"

Most modern warehouse in Kansas City with excel-  
lent facilities for efficient service.

Catering to national accounts.

MEMBER: A.W.A., A.W.I., C.W., M.W.A., K.G.W.A.

ST. LOUIS, MO.

**RUTGER STREET  
WAREHOUSE, INC.**

MAIN & RUTGER STS.  
A.D.T. Burglar Alarm.  
200,000 Sq. Feet of Service  
BONDED Low Insurance

Merchandise Storage and  
Distribution.

Truck Connections with All  
Rail and River Lines.

Offices:

New York  
Murray Hill 9-7645

Chicago  
Franklin 6263



ST. LOUIS, MO.

**Most modern warehouse set-up in St. Louis**

Lowest Insurance Rates Twenty-five acres of space  
Consolidated freight depot in our building, serving all 15  
eastern, western, southwestern trunk lines.  
Covered railroad docks, capacity 100 cars daily.  
Spacious truck docks facing wide streets to speed up service  
locally and beyond.  
State and U. S. Custom bonded.  
Twenty floors office space in connection.  
Our prices comparable with other warehouses in this terri-  
tory.  
Storage available on lease or tariff basis

**ST. LOUIS MART INC.**

Warehouse Division.

12th Blvd. at Spruce St. St. Louis, Mo.

**GOLDEN JUBILEE**

1891 1941

**COMPLETE**

• A one-word description of our service,  
which includes not only every phase of modern  
warehousing and distribution, but even an  
information bureau, maintained to furnish data  
on territorial as well as local market conditions  
and distribution problems.

Consign cars to yourselves in our care via any  
railroad entering the city. Terminal Railroad  
Association delivery: Reciprocal Switching.

**S. N. LONG WAREHOUSE**

ST. LOUIS, MO.



**COMPACT  
COMPLETE  
COMPETENT**

ST. LOUIS, MO.

**"SERVICE THAT EXCELS"**

Organized to serve you satisfactorily.

200,000 square feet storage space.

A.D.T. Protection—Low Insurance Rates

Sheltered delivery platform city block long.

State—U. S. Customs Bonded.

Pool car distribution—Liquor storage.

Member A.W.A.—A.C. of W.

Your inquiries will be given prompt attention.

**ST. LOUIS TERMINAL WAREHOUSE CO.**

826 Clark Avenue

St. Louis, Mo.

**GOLDEN JUBILEE**

1891 1941

**Tyler Warehouse & Cold Storage Co.**  
**Merchandise and Cold Storage**

Unexcelled service at lower rates

**Pool Car Distribution and Forwarding**

200 Dickson St.

St. Louis, Mo.

Member of A.W.A.—Mo.W.A.—St.L.M.W.A.

## MISSOULA, MONT.

Distribution Center for Western Montana

**REELY'S**

GENERAL STORAGE and FREIGHT TERMINAL

734 W. Broadway—G. EVAN REELY, Managing Prop.

Distribution Specialists for 39 Years

Member of A.W.A.—N.F.W.A.—Mont. T.&amp;S.A.—N.M.T.A.—N.R.C.A.

## HASTINGS, NEBR.



1876

1941

**BORLEY'S**

Storage &amp; Transfer Co., Inc.

Pool Car Distribution

FIREPROOF

BONDED

STORED OR SHIPPED

## LINCOLN, NEBR.

1889 52 Years of Continuous Service 1941

Merchandise and Household Storage—Pool Car Distribution  
We operate Thirty Trucks and have connections to all points in the State.  
Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing shipments.  
We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

**SULLIVANS**Transfer & Storage Co.  
Lincoln, Nebr.  
301 N. 8th StreetGrand Island Storage Co.  
Grand Island, Nebr.  
311 W. 4th Street

## OMAHA, NEB.

FORD BROS. VAN & STORAGE COMPANY  
1024 Dodge Street Omaha, Nebraska

Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low Insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cold Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.

Member of N.F.W.A. and A.W.A.

Represented by ALLIED DISTRIBUTION CO. CHICAGO  
NEW YORK 61 WEST 42ND ST. PH. 4-0948 1513 NEWBURY AVE. MO. 558

**GOLDEN JUBILEE**

1891 1941

**GORDON**

Storage Warehouse, Inc.

*Merchandise and Household Goods*

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St., OMAHA, NEBR.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

## OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

**KNOWLES STORAGE CO.**

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

## MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for Complete Service in New Hampshire

NASHUA, N. H.

**McLANE & TAYLOR**

CONCORD, N. H.

Bonded Storage Warehouses

Offices 624 Willow St.

General Merchandise Storage &amp; Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.

Pool Car Distribution

Direct R. R. Siding, Boston &amp; Maine R. R.

## NASHUA, N. H.

Manchester, N. H. — Concord, N. H.

**JOHN W. McLAUGHLIN**

Bonded Fireproof Storage

OFFICE — 9 OTTERSON ST. — WAREHOUSE

Household Goods &amp; Fur Storage

Moving—Packing—Shipping—Rigging

## EAST ORANGE, N. J.

Est. 1888

John O'Connor, Pres.

**ORANGE STORAGE WAREHOUSE, INC.**

Serving all of Northern New Jersey

Local moving—Allied Van Lines for Long Distance  
Modern Storage Facilities—Daily deliveries to New York30 So. Harrison St.  
EAST ORANGE, N. J.

## HOBOKEN, N. J.

INCORPORATED IN 1881

**CAMPBELL STORES**

GENERAL MERCHANDISE

Stipulated &amp; Non-Stipulated Warehouses

Rail-Sidings — Bulkheads — Piers

Main Office — 14th STREET

## HOBOKEN, N. J.

**HOBOKEN DOCK CO.**

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution

Piers—Railroad Sidings—Factory Space

Correspondence Invited

**HARBORSIDE Rail-Water TERMINAL**

27 million cubic feet of office, manufacturing and warehousing space in the heart of America's greatest industrial center—metropolitan New York.  
Warehousing... Industrial Space... Cold Storage... Bonded Stores... Storage in Transit... Distribution and Transshipment.

**HARBORSIDE Warehouse Co., Inc.**

26 Exchange Place, Jersey City, N.J. (BERgen 4-6000)

NEW YORK OFFICE: 66 Hudson St. (BARclay 7-6600)

**ATTENTION SHIPPERS**

Warehouse receipts can be used for financing. This is considered excellent collateral by banks and these assets are separately considered.

**Factories on the Move**

(Continued from page 29)

to mill, 130 by 250 ft., at New Bedford, Mass. Cost over \$150,000 with equipment.

Celanese Corp. of America, Inc., 180 Madison Ave., New York, rayon products, has let general contract for additions to branch mill near Narrows, Va., forming a new production unit with main manufacturing division, chemical department, storage and distribution; also, will build new machine shop and pumping station. Cost about \$1,500,000 with machinery.

W. N. Best Engineering Co., Inc., 90 West St., New York, oil burners and parts, has leased one-story building, about 15,000 sq.ft. of floor space at Broad and Eleventh Sts., Carlstadt, N. J., for expansion, operat-

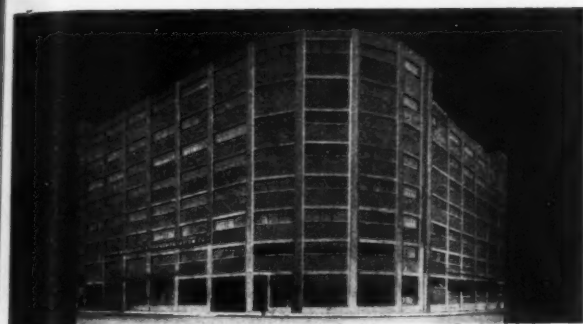


GHILIN  
storage  
WAREHOUSE  
storage  
-Rigging  
Conner, Pres.  
E, INC.  
ES  
CO.  
St.  
an

# GOLDEN JUBILEE

1891 1941

"KEEP UP WITH THE MODERN DAY  
... DISTRIBUTE THE LEHIGH WAY"



"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

## FACILITIES

NEWARK—MAIN OFFICE—98-108 FREELINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 6.4¢. Sliding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 30 trucks.

ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchman; Ins. rate, 1¢ up to 16.7¢. Sliding on Penn. R.R. Cap. 30 cars. Sheltered motor plat.; Cap., 30 trucks

SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Act.; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport service; Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

Established 1919

**LEHIGH WAREHOUSE**  
AND TRANSPORTATION CO., INC.

ing in conjunction with plant at Delawanna, in same vicinity.

Maggi Co., 76 Varick St., New York, food products, has asked bids on general contract for new plant at New Milford, Conn., consisting of two 4-story structures, 100 by 200 ft., and 100 by 180 ft. Cost close to \$300,000 with equipment.

United Drug Co.'s Chicago branch will move about July 1 to a new 3-story plant now under construction at Pershing Road and Claremont Avenue. With 70,000 sq. ft. of floorspace available, the company will maintain service facilities for 1500 "Rexall" drug stores in 7 States.—Slawson.

Metal Hose & Tubing Co., Inc., Brooklyn, N. Y., for the last 28 yrs. manufacturers specializing in gasoline and oil hose, is reorganizing and will move its general office and factory to Dover, N. J.

Asbestos Corp. of America, which has been located in Brooklyn, N. Y., for the past 15 yrs., has bought the 3-story factory building at 451 Communipaw Ave., Jersey City, N. J., from the Amsco Wire Products Corp.

Lapin Products, Inc., New York City, novelty manufacturer, has bought factory property at Malvern, Pulaski and Delancey Streets, Newark, N. J.

General Electric Co., Schenectady, N. Y., has let general contract for one and 2-story addition, 50 by 200 ft., to Lynn Works. Cost over \$100,000 with equipment.

Frontier Fuel Oil Corp., Ellicott Square, Buffalo, has work under way on multi-story addition to oil

## NEWARK, N. J.

PACKING!

MEMBER: N.J.F.W.A. and N.F.W.A.

MOVING!

STORAGE!

dependable since 1860

## KNICKERBOCKER STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET  
Wm. R. Mulligan, Pres.

74 to 76 SHIPMAN STREET  
James E. Mulligan, Sec'y and Mgr.

## NEWARK, N. J.

## Newark Central Warehouse Co.

General Offices: 110 Edison Place, Newark, N. J.



In the heart of Newark — serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

POOL CAR DISTRIBUTION  
Member of N.J.M.W.A.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 41ND ST. PENN. 6-0967 1525 NEWBERRY AVE. MEH3531

## ALBUQUERQUE, N. M.

## SPRINGER TRANSFER COMPANY ALBUQUERQUE

Operating the Only Fireproof Storage Warehouse  
in New Mexico

Complete and efficient service in distribution, delivery  
or storage of general merchandise or furniture.  
Member of N.F.W.A.—A.W.A.

## ALBANY, N. Y.



## Central Warehouse Corporation

Colonie and Montgomery Sts.

Albany, N. Y.

Telephone 3-4101

General Merchandise — Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

**COLD STORAGE — DRY STORAGE  
DISTRIBUTION**

## ALBANY, N. Y.

**Albany Terminal & Security Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member { American Chain of Warehouses  
American Warehousemen's Association

## ALBANY, N. Y.

**McARDLE & CASAZZA**

Park Ave. &amp; Grand Albany, N. Y.

**STORAGE WAREHOUSES**Moving—Trucking—Crating—Shipping—Packing—Pool Cars  
Distributed

Daily freight service throughout Capitol District.

## ALBANY, N. Y.

**JOHN VOGEL Inc.****FIREPROOF WAREHOUSES**

OFFICES, 11 PRUYN ST.

HOUSEHOLD GOODS - STORAGE AND SHIPPING.  
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS  
POOL CAR DISTRIBUTION OF MERCHANDISE  
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED  
Collections promptly remitted

## BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

**GREENPOINT TERMINAL CORPORATION**FREE AND BONDED WAREHOUSES  
STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

## BROOKLYN, N. Y.

**LEHIGH WAREHOUSE & TRANSPORTATION COMPANY, INC.**Albert B. Drake, President Established 1919  
BROOKLYN WAREHOUSE — 194-196 Kent Avenue, Brooklyn, N. Y.  
250,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.  
Sprinkler system A.D.T. Watchman. Insurance rate 1.2%. Private siding  
R.E.D.T.R. switching to and from all lines entering N. Y. Harbor. Capacity  
40 cars. Motor truck platform capacity 20 trucks.  
SERVICE FEATURES—U. S. Customs Bonded, Pool car distributors, Motor  
Terminal and transport service; fleet of motor trucks serving metropolitan area  
daily—Licensed and bonded trucks maintained to transport liquors and imported  
merchandise. Dry storage and temperature controlled rooms. Dock facilities for  
lighters and barges. See Newark, New Jersey for additional facilities.

## BROOKLYN, N. Y.

Established 1860

**Peter F. Reilly's**

Fireproof Warehouses

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of  
Household Goods

## BUFFALO, N. Y.

**GENERAL MERCHANDISE STORAGE—DISTRIBUTION**RAIL-LAKE-CANAL  
TERMINALSINTERIOR WAREHOUSES  
100% HEATED—SPRINKLERED

600,000 SQUARE FEET

100 CAR SIDINGS

ERIE—NYC—BFLO CREEK RR

STEVEDORE  
CONTRACTORSHEATED SPACE  
OFFICES—MANUFACTURING**BUFFALO MERCHANDISE WAREHOUSES, INC.**

1200 Niagara St.

BUFFALO, NEW YORK

refinery at Tonawanda, N. Y., 80 by 100 ft. Cost over \$80,000 with equipment.

Wright Aeronautical Corp., 132 Beckwith Ave., Paterson, N. J., plans experimental test hangar, about 15,600 sq.ft. of floor space, at branch plant and airport, Caldwell, N. J. Cost close to \$100,000 with equipment.

Eclipse Machine Division, Bendix Aviation Corp., Oakwood Ave., Elmira, N. Y., aircraft equipment, coaster brakes, etc., has purchased one-story building at Red Bank, N. J., and will modernize for branch plant.

Proctor &amp; Schwartz, Inc., 7th St. &amp; Tabor Road, Philadelphia, drying machinery and parts, air-conditioning apparatus, etc., has leased about 10,000 sq.ft. of floor space in Guaranty industrial building, 24th and Market Sts., for expansion.

William Tolen &amp; Sons, Inc., Emerald &amp; Letterly Sts., Philadelphia, lighting equipment, lamps, etc., has leased about 13,000 sq.ft. of floor space in Building No. 18 at Dobson properties, Falls of Schuylkill, for expansion.

Dayton Rubber Mfg. Co., Dayton, Ohio, automobile tires and tubes, mechanical rubber goods, etc., has asked bids on general contract for new branch mill at Hazelwood, N. C., comprising main one-story production unit and auxiliary structures, machine shop and powerhouse. Cost close to \$100,000 with equipment.

Food Machinery Corp., Florida Division, Dunedin, Fla., equipment for citrus fruit packing and canning plants, etc., has let general contract for new one-story plant near Lakeland, Fla. Cost over \$85,000 with equipment. Main offices are at San Jose, Cal.

Dow Chemical Co., Midland, Mich., industrial chemicals, magnesium alloys, etc., plans addition to magnesium works at Freeport, Tex., consisting of one and multi-story units for production for Government, which will provide fund of about \$8,000,000 through Defense Plant Corp., Washington, Federal Agency. Work will supplement expansion now being carried out by company at same plant, comprising second unit for extraction of bromine from sea water and which will represent investment of about \$4,000,000.

Upson-Walton Co., 740 Superior Ave., Cleveland, Ohio, wire rope, cable, etc., plans one-story addition, 120 by 300 ft., for expansion in production. Present wire rope mill at Belleville, N. J., will be removed to new structure and increased capacity carried out.

J. Stevens Arms Co., Chicopee Falls, Mass., firearms, has let general contract for extension and improvements in former local plant of Westinghouse Electric &amp; Mfg. Co., recently acquired for expansion.

Cornell-Dubilier Electric Corp., Hamilton Blvd., South Plainfield, N. J., capacitors, condensers and other electrical equipment, has purchased former mill of Kendall Mills, Inc., textiles, at New Bedford, Mass., and will modernize for branch plant.

Pratt &amp; Whitney Div., United Aircraft Corp., East Hartford, Conn., airplane engines and parts, has let contract for 6 one-story additions for expansion in testing department. Cost over \$200,000 with equipment.

Atlas Tack Corp., Fairhaven, Mass., nails, rivets, bottle caps, special machinery and parts, has acquired land and one-story buildings, about 100,000 sq.ft. of floor space, at Henderson, Ky., and will modernize for branch plant. Equipment installation is estimated to cost about \$100,000.

(Concluded on page 78)

**BUFFALO, N. Y.**

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Heavy Hauling Rigging & Hoisting

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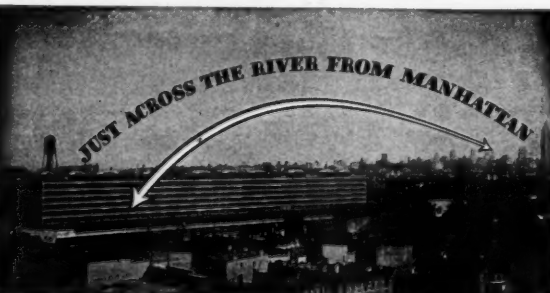
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**Steel Freighter Launched at Albany**

A 12,000-ton steel freighter was launched recently at the Hudson River at the Port of Albany, N. Y., the first modern ocean-going vessel ever built at this inland port, 150 miles from New York Bay on the Atlantic.

The new ship, 425 ft. long and 60 ft. wide, was constructed by the Cargill Grain Co., which operates the Albany Port grain elevator under a lease. Construction was started last May and was carried on with considerable secrecy in a fenced-in area which concealed operations from port visitors.

The launching was conducted with ceremony and was witnessed by only a handful of State officials and representatives of the Port Area cities and villages.

Work on the superstructure and installation of the engines and propeller will now be started and it is planned to have the vessel in service in 3 or 4 mos. The steel plates were electrically welded. When fully loaded the new ship will draw 28 ft. of water.

The Cargill company, which provides its own construction plant, is reported considering the construction of more vessels. It was also reported that other large shipping concerns might follow the example of the Cargill company because of the overcrowding of regular ship-building plants with war-time work.

**Free Port Ruling is Upheld by Court**

The Appellate Division, in a 4-to-1 decision, upheld the ruling of Supreme Court Justice Morris Eder invalidating the city's contract with the New York Foreign Trade Zone Operators, Inc., for operation of the Staten Island Free Port Zone because under the contract the city is required to equip and maintain the property. The decision was in a taxpayers' suit brought by the American Dock Co., Bush Terminal Co., New York Dock Co., and 5 other operators of terminal facilities on the waterfront.

The majority of the Appellate Court, consisting of Presiding Justice Francis Martin and Associate Justices Irwin Untermyer, Edward S. Dore and Albert Cohn, affirmed Justice Eder's ruling without opinion. Associate Justice Joseph M. Callahan wrote a dissenting opinion upholding the city's contract in entirety.

The corporation counsel's office announced that an appeal would be taken to the Court of Appeals and that meanwhile a continuation would be sought of the stay pending appeal which was granted by Justice Eder. Council President Newbold Morris, chairman of the Mayor's committee on the Foreign Trade Zone, confirmed this and declared that under the contract the city would make not less than \$200,000 a year in 1941 and 1942 out of the zone.

**Trade Zone Bill Offered at Albany**

Under the provisions of a bill introduced in the Senate by Robert E. Johnson, Republican, of Staten Island, and referred to Cities Committee, the New York City administrative code is amended to authorize New York City to operate and maintain a foreign trade zone or to advertise for bidders for such operation to exceed 25 yrs. with right of city to terminate contract after 10 yrs.

**Ship Operators Warned to End Lighterage Jam**

Federal regulation of lighters in New York Harbor may be avoided if ship lines end practices which tie up much needed railroad-owned floating equipment far beyond the normal time, Thomas J. Clarken, freight and lighterage agent of the Lehigh Valley Railroad,

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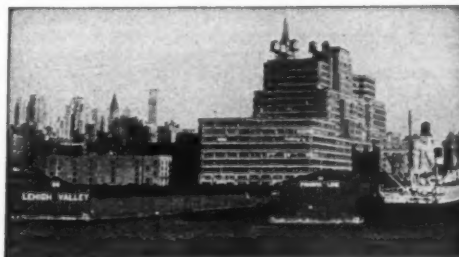
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Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

said at a meeting of 150 steamship and railroad at the Maritime Exchange, New York City.

Although steamship companies have "tightened somewhat in the issuance of permits to shippers deliver freight in lighters to the piers, further "tighting" is necessary, Mr. Clarken said. He urged such permits be issued for delivery of cargoes to piers on a specific day rather than for a "spread of days" which ties up lighters at piers until they are unloaded.

"If we don't get cooperation, we'll get regulation which we are trying to avoid," he said, referring to the possible regulation of harbor traffic, should the problem increase with the rise in traffic as a result of the lend-lease act.

Asserting that ships are "worth their weight in gold today" and cannot afford delays, E. J. Karr, president of the Calmar Steamship Co. and chairman of the joint steamship and railroad committee of the Maritime Exchange, urged both groups to cooperate in a plan designed to speed up the services performed by the 1,319 lighters in New York harbor.

The big fleet, which moves thousands of tons of freight daily from rail heads to ship side and pier, will soon be called upon to move a greater volume of freight because of the increasing tempo of harbor traffic resulting from British war business, the movement of cargoes for the Army and Navy, and shipment of strategic defense materials, he said.

In Mr. Karr's opinion the present fleet of lighters can handle from 2 to 3 times their present tonnage if steamship companies cooperate with the railroads in issuing permits for the delivery of freight to piers on specific days.

George C. Randall, manager of port traffic of the Association of American Railroads, disclosed that an average of 944 cars of freight was handled daily in New York Harbor during April, or 100 more cars a day than were handled a month ago or a year ago.

Mr. Randall said that during each of a recent 4-week period, 107, 120, 179 and 186 lighters, respectively, were tied up at piers when they might have been in use.

## Port Gets I.C.C. Recognition

The Interstate Commerce Commission has recognized the New York Port District as defined in the New York-New Jersey treaty that created the Port of New York Authority, and has accepted the district as defining the limits within which local water carriers may operate exempt from regulation under the water carrier section of the Interstate Commerce Act, it was announced.

Frank C. Ferguson, chairman of the Port Authority, expressed satisfaction with "the recognition of the geographical and commercial unity" of the district and said that as a result, local barge fleets and other carriers moving within the district would not have to conform to regulatory provisions defined for carriers engaged in service between ports. New York is the only port recognized legally as "a port of many ports," Mr. Ferguson said.

## Harborside Building Purchase Opposed

Protests against any War Department plan to purchase the Harborside Terminal Building in Jersey City, N. J., were made by Representative Edward J. Hart, Democrat, of New Jersey, in conferences with Robert P. Patterson, Assistant Secretary of War, and Major Gen. Edmund B. Gregory, Quartermaster-General.

Mr. Hart said plans to purchase the building and relieve storage facilities in Brooklyn were rumored.

This would cause a tax loss of several hundred thousand dollars, Mr. Hart said, and displace several hundred workers.



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 Pool cars handled promptly. Motor Service.  
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 Established 1906  
 Three warehouse units, total area 161,500 sq. ft.; of this 39,338 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stock. Pool car Distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota.  
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 90 YEARS OF WAREHOUSING  
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 GENERAL STORAGE—COLD STORAGE  
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 Internal Revenue and U. S. Customs Bonded Storage  
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Merchandise Storage  
Penna. R. R. SidingPool Cars  
Inter-City Truck Depot

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"STORE WITH CONFIDENCE"

Specializing in Merchandise Storage  
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Operating Own Delivery Equipment  
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**"The Three R's" In Modern Warehousing**  
**RESPONSIBILITY**  
**REPUTATION****RELIABILITY** — are found at**THE GREELEY-GENERAL WAREHOUSE CO.**

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**TRUCK FACILITIES****4 LEDERER**  
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railroad entering the city, can be handled  
from freight car direct to our loading plat-  
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From June 13, 1940, to January 15, 1941

## CLEVELAND, OHIO

**FINE COOPERATION**is assured when forwarding your ship-  
ments in our care.Eight modern warehouses convenient  
to every section of Greater Cleveland.

May We Serve You?

**The NEAL**  
**STORAGE COMPANY**  
CLEVELAND OHIOExclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

## CLEVELAND, OHIO

**The OTIS TERMINAL WAREHOUSE**  
HAS THE FACILITIES  
TO MEET ALL OF YOUR NEEDSDowntown location; Modern and fireproof; Low insurance rates;  
Enclosed docks and siding on Big 4 Railroad; Daily delivery service  
Office and display space; Telephone accommodations; U. S. CUSTOM BONDED.

General Offices - - - - - 1340 West Ninth St.

## CLEVELAND, OHIO

**RAILWAY WAREHOUSES, Inc.**  
in CLEVELAND, OHIO  
For Facilities, Service and Security

Write for Details

Address 3540 Croton Ave., S. E., Cleveland, Ohio  
Represented by Allied Distribution, Inc.—New York & Chicago

## COLUMBUS, OHIO

Established in 1882

**Cover OHIO from Columbus**Modern warehouses and bonded storage facilities. A.D.T. Sys-  
tem. Private double track siding. Receiving floor at car level.  
Shipping floors at truck level. Free switching from all railroads.**Columbus Terminal Warehouse Company**  
55-85 Terminal Way Columbus, OhioMember of Ohio Ware-  
housemen's AssociationNEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 43RD ST. PHIL. 6-0067 1325 NEWBERRY AVE. MOBILE

## COLUMBUS, OHIO

Member of O.W.A.

**COLUMBUS WAREHOUSES, INC.**A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE  
MOST CENTRAL WAREHOUSE—3 BLOCKS OF  
CENTER DOWNTOWN DISTRICT  
POOL CAR DISTRIBUTIONPRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES  
228 West Broad St., Columbus, Ohio

## COLUMBUS, OHIO

G. R. STINCHCOMB, Pres.

**Franklin Warehouses, Inc.**

General Storage, 29 W. Vine St.

Private siding on New York Central R.R.  
Located right in the heart of the city.  
T. S. area 88,000 square feet.

Member Ohio Warehousemen's Association



## COLUMBUS, OHIO

**THE MERCHANDISE WAREHOUSE CO.**

370 West Broad St.

Complete service for  
MERCHANDISE STORAGE AND DISTRIBUTION  
Private Siding — 14 car capacity  
U. S. Customs Bonded A.D.T. Service  
Centrally Located Modern Facilities  
Members: A.C.W.—O.W.A.

COLUMBUS, OHIO

**The NEILSTON STORAGE CO.**  
260 EAST NACHTEN ST.

Modern fireproof warehouse for merchandise  
—Low insurance—Central location in job-  
bing district—Private railroad siding—Pool  
cars distributed.

Member of O.W.A.



**Zanesville Mdse. Warehouse**  
Established

A new merchandise warehouse, embracing 40,000 sq. ft. of storage space, has been established by the newly organized Zanesville Terminal Warehouse, Inc., Zanesville, Ohio. Donald Hollingsworth is president and Vincent McIntyre, Zanesville realtor, is secretary-treasurer.

The new firm will occupy 4 floors and the basement of the W. W. Harper Bldg., formerly used for wholesale groceries. The building is located on the Pennsylvania R.R. and has facilities for truck loading.

**New Custom House Guide**

The 1941 edition of the *Custom House Guide*, now in its 79th year, has just been issued. This publication is of value to domestic manufacturers who are searching for raw materials and export outlets and to all businesses affected by new restrictions, war conditions, etc. Full information concerning new laws and regulations is given, as is data concerning all ports of the United States, foreign commerce, consular, towboat and lighterage service. A supplement, called the *American Import and Export Bulletin*, is issued monthly to bring this information up to date.

**N. Y. Trade Leaders Oppose**  
**Beet Sugar Expansion**

Protests and appeals were made at a regular meeting of the New York City Board of Trade on April 9 against further expansion of the beet sugar industry in this country. Top-flight figures in the fields of labor, government, industry and foreign trade were at the meeting which was attended by some 500.

James S. Carson, chairman of the education committee, National Foreign Trade Council and vice-president and director of the American & Foreign Power Co., Inc., stated that the question of sugar is much broader than its incidental phases of cultivation, processing and distribution. "It is symptomatic," he stated, "of the great problem of inter-American relations which may mean so much to the future of our country and to the cause of democracy itself. . . . In relatively few months our Congress again will be called upon to make a decision on this commodity which is as important to men as meat or bread itself. Will they be guided by the economics of the situation or float in the sea of political expediency as they have in the past? . . . Senator Adams of Colorado has introduced a bill which if enacted will mean an extension of 20 per cent of the highly subsidized beet sugar industry which is now operating at about 100 per cent capacity under its present liberal quotas. This will not only be a blow at the Good Neighbor policy but also another assault on the pocketbook of the ordinary sugar user in this country."

It was pointed out by another speaker that New Yorkers now pay about \$10 a family more for their sugar each year than is absolutely necessary. These consumers, it was stated, are required by the sugar act to make this contribution in order to subsidize the high-cost sugar producers of the Western beet States and of Louisiana and Florida.

The present sugar law expires at the end of this calendar year.

SPRINGFIELD, OHIO



**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.—O. W. A.



TOLEDO, OHIO



**WILLIS DAY STORAGE CO.**

Merchandise and Household Goods Storage,  
Moving, Packing, Shipping  
Distribution of Pool Cars  
Priv. Siding NYC.

Member of May WA—OFWA—TOL—CA

133 St. Clair St.

Adams 7144

TOLEDO, OHIO

**CAPACITY**

800—CARS COLD  
400—CARS DRY

PRIVATE SIDINGS  
N.Y.C. AND  
S.E.O. RR'S



**GREAT LAKES TERMINAL WAREHOUSE CO.**

321-359 MORRIS ST.

TOLEDO, OHIO

COMPLETE WAREHOUSE FACILITIES

TOLEDO, OHIO

**Merchants and Manufacturers Warehouse Co.**

15-29 So. Ontario St.

Center of Jobbing District



Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—70,000 Cubic Feet Cold Storage—Private siding Nickel Plate Road—Free Switching—Merchandise Storage—Pool Car Distribution—Negotiable receipts—Transit Storage Privileges—Low Insurance Rates—City delivery system.

TOLEDO, OHIO

**NATIONAL TERMINALS CORPORATION**

OFFICE: 110 OTTAWA STREET

Phone Adams 8775

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.  
Two Private Docks Capable of Serving Any Size Boat on the Lakes.  
Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

**"QUICK SHIPPERS"**

**TOLEDO TERMINAL WAREHOUSE, INC.**

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . .  
Fireproof . . . Private siding Nickel Plate Road  
. . . Free switching . . . Negotiable receipts . . . Trans-  
it storage arrangements . . .  
Motor truck service . . . Located in Jobbing District . . .  
U. S. Customs Bonded.



MEMBERS: American Warehousemen's Association  
Ohio Warehousemen's Association  
Toledo Chamber of Commerce



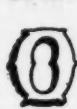
Represented by ALLIED DISTRIBUTION INC.  
NEW YORK 11 WEST 42ND ST. PHIN. 6-0900 CHICAGO 1525 NEWBERRY AVE. MOH.3532



## OKLAHOMA CITY, OKLA.

Established 1889

## O. K. TRANSFER &amp; STORAGE CO.



GENERAL WAREHOUSING AND DISTRIBUTION

## OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
905-915 East Grand Avenue



We Solicit Your Accounts for Transfer and Storage  
Members of American and National Warehousemen's Associations

## TULSA, OKLA.

## JOE HODGES FIREPROOF WAREHOUSE

Merchandise Storage—Pool Car Distribution

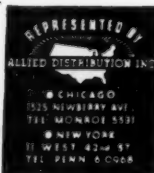
Located in Center of Tulsa Wholesale District

Member: A.W.A., N.F.W.A. and American Chain of Warehouses

## PORTLAND, ORE.

## Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
Merchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered  
1132 N. W. GLISAN STREET



## PORTLAND, ORE.

H. M. CLARK, Pres.

HOLMAN TRANSFER COMPANY  
STORAGE DISTRIBUTION

SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

## PORTLAND, ORE.

J. H. CUMMINGS, Pres.  
MERCHANDISE, STORAGE &  
WAREHOUSING

Northwestern Transfer Co.  
General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

1504 N.W. Johnson St., Portland, Oregon

ESTAB. 1888



## PORTLAND, ORE.

## OREGON TRANSFER COMPANY

Established 1898

1238 Northwest Glisan Street Portland, Oregon  
U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution  
Lowest Insurance Rates—Sprinkler Equipped  
Member A. W. A.

Eastern Representatives Distribution Service, Inc.

## PORTLAND, ORE.

COVER THE NORTHWEST  
THROUGH

## RUDIE WILHELM WHSE. CO., INC.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution  
of All Commodities

Free Switching from All Railroads  
New York, 271 Madison Ave.

Portland's Lowest Insurance Rates  
Member A.W.A.

## Factories on the Move

(Concluded from page 70)

Certain-Teed Products Corp., 100 East 42nd St. New York, N. Y., roofing and building products, etc., has approved plans for one-story addition to branch mill at Savannah, Ga., superstructure to be placed under way at once. Cost over \$175,000 with equipment.

Sanimetal Tile Corp., 101 Park Ave., New York, N. Y., metal tiles, has acquired a 2-story bldg., 50 by 140 ft., on Taylor St., Washington, N. J., and will improve for new plant.

Corrosion Control Corp., 212 Wright St., Newark, N. J., industrial paints, has purchased one-story building, about 18,000 sq.ft. of floor space, at Norwalk, Conn., heretofore held by Superior Castings Co., and will modernize for new plant.

International Graphite & Electrode Corp., Niagara Falls, N. Y., graphite and carbon products, electrodes, etc., has taken out permit for one-story addition, 120 by 300 ft. Cost close to \$200,000 with equipment, which will double present plant capacity.

National Gypsum Co., 190 Delaware Ave., Buffalo, building products, has approved plans for expansion and improvements in lime dehydrating and plaster mill at Bellefonte, Pa., including new kilns and equipment; also will make extensions in local mining properties. Cost over \$300,000 with machinery.

R. H. Bogle Co., Alexandria, Va., industrial and other chemicals, has acquired property formerly used by Memphis Hardwood Flooring Co., Mallory St. Memphis, Tenn., for new plant. Cost close to \$200,000 with machinery.

Monsanto Chemical Co., 1700 So. Second St., St. Louis, will begin superstructure for main units for new plant at Trenton, Mich., for which general contract recently was let, with powerhouse, machine shop and auxiliary buildings. Cost over \$2,000,000 with equipment.

Reynolds Metals Co., Federal Reserve Bank Bldg., Richmond, Va., has acquired about 400 acres on Columbia River, Longview, Wash., for new aluminum plant with storage and distributing buildings, machine shop, boiler plant and auxiliary structures. Equipment will be electrically-operated and power supply will be secured from Bonneville transmission system. General erection contract has been let. Plant output will be used by Government, which will provide fund of \$4,200,000 for project.

Charles & Greenwich Stores  
Adds New Warehouse

Charles & Greenwich Stores, Inc., New York City and Jersey City, N. J., has purchased the former Hull Pottery plant at 33-49 Pacific Ave., Jersey City, for the warehousing and distribution of products imported from the Dutch East Indies. The building is a one-story structure of brick, steel and glass construction, with about 25,000 sq.ft. of space.

Chicago to San Francisco  
in 6 Days

A through package car service on a 6th morning schedule, has been established by the Chicago, Milwaukee, St. Paul & Pacific R.R. between Chicago and San Francisco, in connection with the Union Pacific and Southern Pacific Lines. The new arrangement eliminates transfer of shipments at Cheyenne, as was formerly done.—Slawson.

**BETHLEHEM, PA.**

100,000 CU. FT. COLD STORAGE  
200,000 SQ. FT. DRY &  
HOUSEHOLD STORAGE



SERVING  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

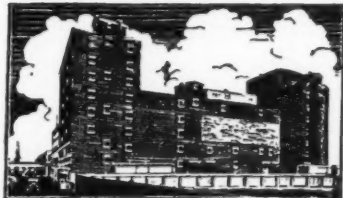
**Lehigh and New England Terminal Warehouse**

15th Avenue, North of Broad Street, Bethlehem, Pa.

**HARRISBURG, PA.**

**HARRISBURG STORAGE CO.,**  
Harrisburg, Pa.

**Pool  
Cars**  
Efficiently  
Handled  
Merchandise  
and  
Household  
Goods Storage



P. R. R. Sidings Agent for Aero Mayflower  
Transit Co., American Warehousemen's Association,  
Penna. Furniture Warehousemen's Association,  
Penna. Warehousemen's Association, American  
Chain of Warehouses

**HARRISBURG, PA.**

**KEYSTONE WAREHOUSE**

GENERAL MERCHANDISE STORAGE  
POOL CARS DISTRIBUTED  
BRICK BUILDING—LOW INSURANCE  
STORE DOOR DELIVERY ARRANGED FOR  
PENNA. R. R. SIDING  
OPERATED BY HARRISBURG WAREHOUSE CO.

**HAZLETON, PA.**

Est. 1915

**KARN'S STORAGE, INC.**

MERCHANDISE WAREHOUSE L.V.R.R. SIDING  
Storage in Transit Pool Car Distribution  
Packing — Shipping — Hauling  
Fireproof Furniture Storage  
Members: Mayflower W.A.—P.F.W.A.—P.W.A.

**LANCASTER, PA.**

**LANCASTER STORAGE CO.**

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,  
Forwarding  
Manufacturers' Distributors, Carload Distribution, Local  
and Long Distance Moving  
Members May. W.A.—P.F.W.A.

**PHILADELPHIA, PA.**

Est. over 50 years.

**Pool Car Distribution a Specialty**

**FENTON STORAGE CO.**

Absolutely Fireproof 46th and Girard Ave.

Cable Address "Fenco"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise

**PHILADELPHIA, PA.**

**Fidelity—20th Century Storage Warehouses**

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.



Bus type vans for speedy delivery anywhere. We distribute  
pool cars of household goods. Prompt remittance.  
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

**PHILADELPHIA, PA.**

Established 1865

**GALLAGHER'S WAREHOUSES**

708 South Delaware Avenue

Merchandise Storage Storage in Transit

Direct Sidings—Penna. R.R. and Reading R.R.

Represented by Associated Warehouses, Inc.

New York Deliveries Chicago

59 Vanderbilt Ave. City and Suburban 230 Canal St.

Murrayhill 9-7645 Franklin 6763

**PHILADELPHIA, PA.**

**2,100,000 Square Feet**

**MERCHANTS WAREHOUSE CO.**

10 Chestnut St.

Phone: LOM. 8070

11 modern buildings in leading business sections. Served by  
all R.R.'s. Loading and unloading under cover. Storage-in-  
transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Inland Warehouses

**PHILADELPHIA, PA.**

BUELL G. MILLER, President

**MILLER**

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

**PHILADELPHIA, PA.**

**Greetings to**

**AMERICAN WAREHOUSEMEN'S ASSOCIATION**

**on its**

**GOLDEN JUBILEE**

1891 1941

**From this 69-year-  
old Company . . .**

**Chartered April 13, 1872**

Write for Full Particulars

**PENNSYLVANIA WAREHOUSING  
& SAFE DEPOSIT CO.**

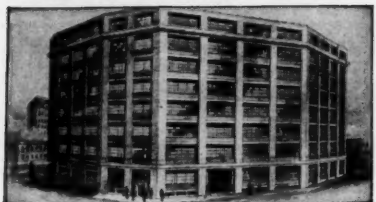
General Offices, Cor. 4th & Chestnut Sts., Phila.

WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses • American Warehousemen's  
Association (Merchandise Div.) • Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St., Tel. Hanover 2-1954 •  
J. W. Terreforte, 250 Park Ave., Tel. Plaza 3-1235

CHICAGO: W. J. Marshall, 53 W. Jackson Blvd., Tel. Harrison 1496



## GOLDEN JUBILEE

1891 1941

### Warehousing Services That Are Unsurpassed in the East

**I**N the Terminal Warehouse group there are 13 warehouses, with more than 68 acres of storage space. Each warehouse is of modern construction, equipped with every convenience for the safe, prompt and economical handling of goods of every kind, and all earn low insurance rates. Special provision is made for the storage of household goods.

Buildings are located in the main business and river-front areas of Philadelphia, have direct rail connections with the Pennsylvania Railroad and Reading Company, and are near the big piers. Completely equipped pool car department is maintained.

*Write for Further Particulars*

### TERMINAL WAREHOUSE COMPANY

DELAWARE AVE. AND FAIRMOUNT, PHILADELPHIA

MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

Represented by **DISTRIBUTION SERVICE, Inc.**

100 Broad St., NEW YORK CITY 219 E. North Water St., CHICAGO 625 Third St., SAN FRANCISCO  
Phone: Bowling Green 9-0986 Phone: Sup. 7180 Phone: Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



### Motor Truck Service

Our large fleet of modern motor trucks make "store door" deliveries throughout the Philadelphia trading zone, and can provide "new morning" deliveries anywhere within the section shown on map above.

#### PITTSBURGH, PA.

### W. J. Dillner TRANSFER & STORAGE CO.

STORAGE, PACKING, CRATING and SHIPPING  
POOL CAR DISTRIBUTION  
LONG DISTANCE HAULING

2748 West Liberty Ave., Pittsburgh, Pa.

Members of N.F.W.A.—A.T.A.—P.F.W.A.—P.M.T.A.  
Agent for Allied Van Lines, Inc.

#### PITTSBURGH, PA.

### DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.  
Merchandise Storage & Distribution

Members A. W. A.

#### PITTSBURGH, PA.

Established 1911

### EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—  
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—94  
Company Owned Vehicles—Steel and Concrete Terminal  
Cooling Room Space for Perishables.

**ATTENTION SHIPPERS**

Warehousing is better than consigned stocks because one stock will serve many jobbers, full control of merchandise is always had and no information is disclosed where it should not be.

#### PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

THOMAS WHITE — Owner and Manager

### TWO WAREHOUSES

17th AND PIKE STS. } A Quarter  
13th AND PIKE STS. } Million  
Sq. Ft. of Space  
(Fully Sprinklered)

*in the Heart of  
Pittsburgh's Jobbing District*

COMPLETE TRUCKING FACILITIES

POOL CAR DISTRIBUTION

P.R.R. SIDINGS

STORAGE-IN-TRANSIT PRIVILEGES

Also operators of

**WHITE MOTOR EXPRESS CO.**

Established 1918

### WHITE TERMINAL COMPANY

17th AND PIKE STS.



## Waterways and Terminals

(Continued from page 24)

Great Lakes to the Atlantic," and "placing the ports of the Great Lakes on an ocean basis." There is not the slightest indication that the St. Lawrence, with its 14-ft. channel, is the longest inland waterway of its kind in the world and that it is fully able to accommodate all the traffic that needs a water route between the Great Lakes and the Canadian ports.

Water-borne traffic on the Great Lakes now fluctuates between 60 and 70 million tons annually. Some of this traffic is in miscellaneous goods for purely local transfer and some is merely ferried across Lake Michigan and Lake Erie. Only 3 major commodities are now transported long distances East and West, and these are grain, iron ore and coal. Grain is now carried only in small quantities overseas. Iron ore is moved almost wholly within the United States from the mines in Minnesota and Michigan to the furnaces near the coal basins of Pennsylvania, Ohio and West Virginia; the export business is negligible, if it exists at all. On the other hand, Quebec could use American coal. But so far from pressing for the deepening of the St. Lawrence channel, the coal companies object, and this for the reason that it is the policy of the Dominion government to encourage the movement of Nova Scotian coal into Central Canada, even to the extent of granting a subsidy, and that no great overseas market for American coal exists.

The real question reduces itself to a matter of hydro-electric power. Though the President urges the building of St. Lawrence electric plants as a national defense measure, Dr. Thomas A. Hogg, chairman of the Hydro-Electric Commission of Ontario, has publicly stated that they cannot possibly aid Canada in the present crisis because they cannot be completed in less than 5 yrs.

### Philadelphia Conference Wants St. Lawrence Project Blocked

An Eastern regional conference of labor, industry, transportation, civic and commercial groups, held in Philadelphia, April 15, urged Congress to withhold approval of any legislation designed to put the agreement between the United States and Canada for the Great Lakes-St. Lawrence waterway and power project into effect. The plan was held as "contrary to the real and immediate needs of national defense."

In a resolution it was stated that the construction of the project would deprive the 2 countries of labor, funds and vital materials essential to immediate defense requirements; would require 4 yrs. or more to complete the first stage of development to provide a limited amount of power and a much longer time to complete the navigation features of the project; and would not provide "for the construction and use of shipbuilding facilities on the Great Lakes within the time required to meet emergency needs as now foreseen."

The resolution further stated that the project would "destroy and divert large consumer markets for fuel, with attendant loss of employment in production and transportation industries," and would cause a surplus of transportation facilities, involving the expenditure of large amounts "far in excess of any properly measured economies."

It was further claimed that there would be a diversion of a substantial volume of commerce from coastal harbors, a reduction of employment, restriction of industrial development, and a penalty on the initiative and large capital investments which produced the port facilities now serving the vast interior section of the Nation.

It was also claimed that Canada would be burdened

### SCRANTON, PA.

R. F. POST

#### DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS  
MERCHANDISE STORAGE PACKING  
LOCAL AND LONG DISTANCE MOVING  
PRIVATE SIDING, D. L. & W. R. R.

### SCRANTON, PA.

#### The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE POOL CAR DISTRIBUTION  
D. L. & W. and D. & B. Sidings  
Member of Allied Distribution, Inc.



### UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

#### KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
LONG DISTANCE MOVING  
Private Siding B. & O. R.R.

### WILKES-BARRE, PA.

#### WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

12 Car Track Located on Lehigh Valley RR. Switches  
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

### WILLIAMSPORT, PA.

#### WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

### PROVIDENCE, R. I.

#### CADY MOVING & STORAGE CO.

80-90 Dudley St.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

Fleet of Long Distance Moving Vans  
Member National Furniture Warehousemen's Assn.

Agent for Allied Van Lines, Inc.



### PROVIDENCE, R. I.

#### Terminal Warehouse Company of R. I., Inc.

storage all kinds of General Merchandise, Pool Car  
Distribution, Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on  
deep water.

Shipping directions South Providence, R. I.

### CHARLESTON, S. C.

#### Charleston Warehouse and Forwarding Corp.

Merchandise Storage and

Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## GREENVILLE, S. C.

*"The Heart of the Piedmont"***TEXTILE WAREHOUSE CO.**

Est. 1923

511-13-15 Rhett St.

**GENERAL MERCHANDISE—H.H.C. STORAGE****Pool Car Distribution—Motor Truck Service****Low Insurance Rate****Private Siding**

## KNOXVILLE, TENN.

**FIREPROOF STORAGE & VAN COMPANY, Inc.**

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittances  
Pool Cars distributed. made.MEMBERS American Warehousemen's Ass'n  
PROMPT AND EFFICIENT SERVICE

## MEMPHIS, TENN.

S. S. DENT, Pres.

**General Whse. & Dist. Co.**

435 So. Front St.

*"Good housekeeping, accurate records,  
Personal Service"*Located in the center of the Jobbing &  
Wholesale District

Sprinklered

Low Insurance

Private R. R. siding

Perfect service

## MEMPHIS, TENN.

W. H. DEARING, General Manager

**John H. Poston Storage Warehouses**

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.25 per \$1,000 per Annum

Distribution a Specialty.

Merchandise storage, dependable service, free switching, Local cartage delivery,  
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

## NASHVILLE, TENN.

124 FIRST AVE. N.

**BOND, CHADWELL CO.****MERCHANDISE  
WAREHOUSE.  
RAIL, TRUCK  
AND RIVER  
TERMINAL.**

## NASHVILLE, TENN.

521 Eighth Ave., So.

**Central Van & Storage Co.****MERCANTILE AND HOUSEHOLD STORAGE****WAREHOUSE STOCK and POOL CAR DISTRIBUTION****Automatic Sprinkler System—Centrally Located**

## NASHVILLE, TENN.

ESTABLISHED 1886

**THE PRICE-BASS CO.**

194-204 Hermitage Ave.

**MERCHANDISE STORAGE****Automatic Sprinklered—Spot Stock and Pool Car Distri-  
bution—Private Siding****ATTENTION  
SHIPPERS**

In the event of fires or strikes  
at home, stocks in warehouses  
close to the market make it pos-  
sible to serve customers without in-  
terruption.

under a financial load that would "leave her in the drums for many future years." That country, it was stated, was already equipped with an overabundance of power, now available, or possible in the future, without the addition of the new project. The St. Lawrence construction would invite cheap coal from Great Britain and Russia would flood our markets. Foreign pulpwood would be available at interior ports more cheaply, no doubt, than it could be produced under American standards, despite favorable tariff modifications, it was claimed.

One authority holds that the slow speed of ocean-going vessels operating through these narrow passages would raise overhead costs of these vessels to a point beyond economical operation.

**417 Vessels and 1,700 Barges****Out of Pittsburgh**

According to D. O. Moore, manager of the freight traffic division, Pittsburgh Chamber of Commerce, waterway equipment operating on the Allegheny, Monongahela and Ohio Rivers out of Pittsburgh, consists of 417 vessels with a tonnage of 115,196, of which 128 are used locally and 289 on the Great Lakes. Of the 128 vessels, 63 are powered by gas engines and 65 by steam. Barges, including covered, hopper and tanks, total over 1,700.—*Leffingwell.*

**Move 38,000 Tons of Ore to Pittsburgh**

One of the most expensive piles of iron ore ever to be melted down was being moved from upper docks of the Pennsylvania Railroad at Erie, Pa., last month, to the Pittsburgh Steel Co.'s mill in Pittsburgh. In the 30 yrs. that the ore has been on the docks, the steel company has paid the railroad \$136,800 in storage charges. In all, there were about 38,000 tons of ore. The company has been paying the railroad a storage charge of 1 cent per ton a month, or about \$4,560 a year.

**Rubber Shipments Set at 113,000 Tons**

During April, shipping space for 113,000 tons of rubber was made available for shipment to the United States, it was learned in trade circles.

In a further effort to remove the uncertainties currently surrounding the rubber shipping situation, this plan for April has been worked out with the full co-operation of private rubber interests, the Rubber Reserve Co. and the Rubber Manufacturers' Assn., it is understood.

A considerable part of the April tonnage probably will be used to speed up shipments for the Rubber Reserve Co. A total of 430,000 tons of rubber has been contracted for by the Rubber Reserve Co. of which about 126,000 tons have been actually purchased. Only 76,500 tons have been delivered, however, while 21,400 tons are afloat and 28,900 tons are awaiting shipment, it was learned from Washington sources.

The vessels which will carry the 113,000 tons of rubber during April include: 24,000 tons on 2 Army transports and one Waterman Line Steamship Co. vessel, 16,000 tons on 4 American President Lines and Lykes Bros. vessels (from Colombo), 2,000 tons on 2 American Export Line vessels (from Colombo), 25,000 tons on Isthmian Line vessels, 25,800 tons on Dutch vessels and 20,200 tons on other American steamship lines.

The list does not include any British flag vessels, but it was indicated that about 27,000 tons would be carried on other non-American flag vessels during April.

Arrival of the rubber shipped from the Far East during April was not expected in the United States until the latter part of June, while the bulk of the tonnage may not reach here until July.

BEAUMONT, TEXAS

**TEXAS STORAGE COMPANY**  
656 Neches St. Beaumont, Texas



Merchandise and Household Goods  
Warehouse, Concrete Construction  
30,000 Sq. Ft. Distribution of Pool Cars  
Transfer Household Goods  
Agent for A.V.L. Member of N.F.W.A.—S.W.A.T.A.

CORPUS CHRISTI, TEXAS

**CORPUS CHRISTI WAREHOUSE AND STORAGE COMPANY**

Located AT PORT SITE  
adjacent to docks NAVIGATION DISTRICT NO. 1

Storage Distribution Drayage  
MERCHANDISE EXCLUSIVELY

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General Offices: 1500 N. Broadway, Corpus Christi

Specialists in

General Merchandise Storage—Pool Car Distribution

Public Bonded Warehouses at Allice, Corpus Christi, Harlingen and Victoria . . .  
Daily and overnight common carrier Motor Freight Service to Houston, San  
Antonio, Austin, Laredo and Rio Grande Valley, serving all intermediate points.  
Expert Handling; inquiries invited.

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In Dallas It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Our modern Centrally located fireproof warehouse is completely equipped to serve  
you with over 75000 square feet of merchandise & household goods storage space.  
MOVING—STORAGE—PACKING—SHIPPING



Since  
1875

**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Dallas

Since  
1875



Associated with Distribution Service, Inc.

DALLAS, TEXAS

ESTABLISHED 1875

**DALLAS TRANSFER AND  
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe  
Building, Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers,  
and  
Warehouse Space



Operators of the  
Lone Star Package Car  
Company (Dallas and Fort  
Worth Divisions)  
H. & N. T. Motor Freight Line  
Agents for Allied Van Lines, Inc.  
A.W.A., N.F.W.A., American Chain  
of Warehouse  
Southwest Warehouse & Transfer-  
men's Assn. Rotary Club

MEMBERS



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**INTERSTATE-TRINITY  
WAREHOUSE COMPANY**

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Merchandise Storage and  
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Household Goods Storage,  
Moving & Packing  
Long Distance Hauling

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MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTION

SERVING THE GREAT  
SOUTHWEST AREA

EVERY ACCOUNT IS  
PERSONALLY SUPERVISED  
BY THE MANAGEMENT



**KOON-McNATT STORAGE & TRANSFER CO.**  
911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL  
LINES AND UNIVERSAL CARLOADING &  
DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly  
for Dallas Shippers

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**Merchants Cold Storage of Dallas**  
Bonded

470,000 Cu. Ft. Cold Storage Space  
Pool Car Distribution

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"Service With Security"

**International Warehouse Co., Inc.**

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Lowest Content Insurance Rate  
Fireproof Storage of Household Goods, Autos  
& Merchandise. State and Customs Bonded.  
Private Truckage—T. & P. and So. Pac. Rys.  
Pool Car Distribution—Motor Truck Service.  
Incorporated in 1920

Members—NFWA—SWTA—Agent for Allied  
Van Lines, Inc.

EL PASO, TEXAS

**Security Fireproof Storage Co.**

224 No. Campbell St.

Specializing in Merchandise Distribution  
Complete Service—Centrally Located  
Make Us Your Branch—Inquiries Solicited



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In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Our modern Centrally located fireproof warehouse is completely equipped to serve  
you with over 90,000 square feet of merchandise & household goods storage space.  
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MODERN — FIREPROOF WAREHOUSE  
JOHNSON STORAGE & DISTRIBUTING CO., INC.

AND  
JOHNSON MOTOR LINE

801 W. VICKERY BLVD. FT. WORTH, TEXAS

**Four Billion Dollars**

In Defense Contracts

Awarded to D and W Readers

From June 13, 1940, to January 15, 1941



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Storage, Cartage, Pool Car Distribution

**O. K. Warehouse Co., Inc.**

255 W. 15th St., Fort Worth, Tex.



## FORT WORTH, TEXAS

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The Southwest's Finest Warehouse

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WAREHOUSES, INC.

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Centrally Located — Lowest Insurance Rate  
Private Siding Southern Pacific Ry. Co.

Goliad &amp; Morin Sts.

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**Better Warehousing in HOUSTON**

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

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**Houston Terminal Warehouse & Cold Storage Company**

General Storage Cold Storage U. S. Custom Bonded

A. D. T. Service Pool Car Distribution

Office Space Display Space Parking Space

Lowest Insurance Rate

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Phone PLaza 3-1235Chicago Representative  
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**PATRICK TRANSFER & STORAGE CO.**

Merchandise and Household Goods Storage

Pool Car Distribution

Sprinklered—A.D.T. Watchmen

Shipside and Uptown Warehouses

Operators—Houston Division

Lone Star Package Car Co.

1117 Vine St. Agents for Allied Van Lines, Inc.

Members N.F.W.A.  
State and Local Assn.

## HOUSTON, TEXAS

In the Heart of the Business District, Use

**QUICK SERVICE WAREHOUSE & COLD STORAGE, INC.**

102 SAN JACINTO STREET AND 2410 COMMERCE STREET

Fireproof Construction — S &amp; 9¢ Insurance Rate

Merchandise Storage — Cold Storage &amp; Cooler Vaults

U. S. Custom Bonded — Packing Rooms

Pool Car Distribution

MOP SIDINGS

## HOUSTON, TEXAS

**MERCHANDISE DISTRIBUTION**COMMERCIAL STORAGE—  
OFFICE SPACE — PARKING SPACE**T. P. C. STORAGE & TRANSFER CO., INC.**

2301 Commerce Ave.

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W. E. FAIN, Owner and Manager  
Established 1901**TEXAS WAREHOUSE COMPANY**

Thirty-nine Years

Under Same Continuous Management

**MERCHANDISE EXCLUSIVELY**Pool Car Distribution Sprinklered Throughout  
A.D.T. Supervised Service

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**MERCHANDISE STORAGE**

Warehouses Sprinklered Throughout.

Supervised by A.D.T. Service.

**SERVICE THAT COUNTS**

## HOUSTON, TEXAS

**UNIVERSAL TERMINAL WAREHOUSE CO.**

Merchandise Storage — Pool Car Distribution

Sprinklered—A.D.T. Watchmen

— U. S. Customs Bonded —

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New York Representatives:

DISTRIBUTION SERVICE, INC.

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**WESTHEIMER****Transfer and Storage Co., Inc.**

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses

Merchandise & Household Goods Storage—Pool Car Distribution—  
Lift Van Service—20 car lengths of truckage.Agent for Allied Van Lines, Inc. Members N. F. W. A.  
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**MERCHANTS**  
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Household Goods

Complete Storage and Distribution Service

over 50 years of satisfactory service

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## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**

BONDED

FIREPROOF

POOL CAR DISTRIBUTORS

STORAGE AND DRAYAGE

Dependable Service Since 1913

## SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

**Scobey Fireproof Storage Co.**

HOUSEHOLD - MERCHAN-

DISE - COLD STORAGE -

CARTAGE.

DISTRIBUTION

INSURANCE RATE . . . 10c

Members of 4 Leading Associations

## Atlantic States Shippers Get Ready for Peak Rail Tonnage

(Concluded from page 61)

"In the efficient operation of a port," continued Mr. Henry, "it is necessary to have some backlog of freight from the interior awaiting loading into ships. The ideal situation perhaps would be to carry about 5 days' ordinary loading in cars in the seaport yards and terminals for movement to shipside when required. It is significant that at the Atlantic and Gulf ports there is today being held in cars an average of only about 7 days' loading into ships. The ports, in short, are wide open and perfectly liquid."

In lieu of conditions due to defense preparation and aid to Great Britain, the group decided to hold a special July session in Atlantic City, N. J., or some other convenient place. The next regular meeting will be held in Syracuse, N. Y., Oct. 8 and 9.

Attention was called to 3 Senate bills, namely, 674, 675, and 918, now before the Judiciary Committee for consideration. These bills aim to restrict non-lawyers from practicing before the I.C.C. The group went on record as opposed to such restrictions and will take action at Washington to prevent the bills being enacted.

Under the chairmanship of C. M. Taylor, traffic manager of Black & Decker Mfg. Co., Towson, Md., the evening of April 9 was devoted to the subject of preventing freight loss and damage. Edward Dahill, chief engineer of the Freight Container Bureau of the Association of American Railroads, told the audience of some 500 that damage claims could be reduced to almost nothing, were shippers particularly interested in taking the trouble to study the situation thoroughly. Quite frequently, he stated, shippers who have had scientific tests made to indicate to what extent the design of their product or the packing used was at fault, have had remarkable success in cutting down breakages. In this respect, the railroads have played a big part, having employed engineers to study the design of the product and packaging. Mr. Dahill exhibited miniatures of testing devices now being used to help shippers determine how well their packaging methods stand up in transit.

One tester shown is called the incline impact testing device. This device consists of a 10-deg. inclined track with a sturdily constructed bumper. The latter is placed at the bottom of the inclined track at right angles to the same. A dolly with roller bearing casters rolls along the angle iron tracks on the inside flange of the incline itself and upon this dolly is placed the article to be tested. This dolly may be pulled up in position at various predetermined distances to a maximum of 20 ft. by means of a mechanical device. Studies of the impact tests are sometimes made with moving pictures so as to reveal weaknesses that are ordinarily missed by the eye.

Another tester demonstrated was a rotating drum, into which packages to be tested were placed for the purpose of being subjected to a drop test after being carried repeatedly up to a point in the rotation of the drum where they were released. The value of this type of testing has certain limitations, however, because there is no way of controlling a given situation to be tested. Likewise, there is no opportunity to use motion pictures to spot actually what happens during impact.

## Memphis Chosen for War Dept. Depot

It is reported that Memphis, Tenn. has been chosen as a site for a War Dept. supply depot and that the plans call for a building containing 2,500,000 sq. ft. of space.—Grissam.

## SAN ANTONIO, TEXAS



## SOUTHERN TRANSFER & STORAGE CO.

Specialists in Merchandise Distribution  
**FIREPROOF BONDED STORAGE**

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## Tyler Warehouse and Storage Company

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General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

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## WESTERN GATEWAY STORAGE CO.

GENERAL WAREHOUSING  
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## SALT LAKE CITY, UTAH

## CENTRAL WAREHOUSE

Fireproof Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.

Office Facilities.

Member A. W. A.

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Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 11 Cents

## CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by

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New York—Chicago—San Francisco

## SALT LAKE CITY, UTAH

Storage—Pool Car Distribution

## KEYSER MOVING AND STORAGE CO.

Est. 328 West 2nd South 1910

72,000 sq. ft. space. Reinforced concrete and brick. Dignified, accessible, and central location. U.P. spur with free switching from or to other lines. P.U.D. service rail or truck. Systematic delivery service twice daily. 50% Co-ins. rate 10¢ per \$100.00. A.D.T. automatic burglar and fire protection. Office and desk space available.

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"This is the Place"

## FOR BETTER SERVICE SECURITY STORAGE & COMMISSION CO.

230 S. 4TH WEST STREET

Over 32 Years' Experience

Merchandise Warehousing - Distribution  
Sprinklered Building - Complete Facilities  
Lowest Insurance Cost - A.D.T. Watchman Service  
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Represented by American Chain of Warehouses, Inc.

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HOUSEHOLD	AUTOMOBILE STORAGE	MERCHANDISE
<b>NEW-BELL STORAGE CORPORATION</b> NORFOLK, VIRGINIA MODERN SPRINKLER EQUIPPED WAREHOUSE 50,000 SQUARE FEET PRIVATE RAIL SIDING Lowest Insurance Rate in Norfolk. Pool Car Distribution WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION AGENTS AERO WAYFLOWER TRANSIT COMPANY Member M.W.A. & S.W.A.		

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Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg and Tidewater Virginia.

**Security Storage and Van Corp.**  
 530 FRONT STREET  
 Norfolk's Finest Fireproof Furniture Warehouse  
 Motor Van & Lift Van Service  
 Collections — Distribution  
 Member—NAT'L F.W.A.—ALLIED VAN LINES

## NORFOLK, VA.

Established 1892

**SOUTHGATE STORAGE COMPANY, Inc.**

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

MEMBER:  
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 A.W.A.  
 S.W.A.  
 U.S.C.W.O.

Write for Booklet—"7 POINT DISTRIBUTION"

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63 Years of Uninterrupted and Expert Service

**BROOKS TRANSFER AND STORAGE CO., Inc.**  
 1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—510,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.

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**DILLARD CARTAGE CO.**  
 Freight Hauling — Contractors Hauling  
 Specializing in  
 Pool Car Distribution  
 Quick Handling of Stop Over Cars—Prompt Returns  
 Complete Facilities for Motor Freight Lines

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**THE W. FRED RICHARDSON**  
 Security Storage Corporation  
 PACKING FOR SHIPMENT  
 Local and Long Distance Movements  
 ESTABLISHED 1897  
 Agent for Allied Van Lines, Inc.

STORAGE  
 HOUSEHOLD  
 GOODS  
 OBJECTS OF ART  
 FURS - RUGS  
 VALUABLES

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100,000 Sq. Ft. Space

**VIRGINIA BONDED WAREHOUSE CORPORATION**  
 ESTABLISHED 1908 1709 E. CARY ST.  
 U. S. BONDED & PUBLIC WAREHOUSES  
 MERCHANDISE STORAGE & DISTRIBUTION  
 INSURANCE RATES 20¢ PER \$100 PER YEAR  
 Member A.W.A.  
 BUILDINGS SPRINKLERED

## The Parade of New Products

(Continued from page 30)

authorized plans for one and 2-story additions and improvements in present structures. Cost over \$50,000 with equipment.

Stearman Aircraft Co., So. Oliver Road, Wichita, Kans., airplanes and parts, will begin superstructure soon for one-story addition, for which general contract recently was let. Cost over \$75,000 with equipment.

Horlick's Malted Milk Corp., Racine, Wis., has introduced in the Chicago and Cincinnati areas its new food drink, "Boost," containing essential vitamins. The product comes in powdered form and is packed in 4 and full pound tins.

Italian synthetic fiber will be produced by the Sni Viscosa in Spain, where a company for the manufacture of rayon and artificial wool has been formed. The Spanish plant, to be ready for production in 2 yrs., will be located in Santander, and will have a capacity of 17,000 metric tons.

McQuay-Norris Mfg. Co., 2320 Marconi Ave., St. Louis, piston rings, bearings, etc., plans new plant at Goodfellow and Bireher Aves. for production of armor piercing cores for small arms ammunition for War Department. Cost about \$4,461,000, of which \$2,961,000 will be expended for equipment. Government will furnish fund in amount noted.

Dearborn Tool & Die Co., Dearborn, Mich., has let general contract for one-story addition. Cost close to \$45,000 with equipment.

Aeronautical Products, Inc., 18102 Ryan St., Detroit, aircraft parts and equipment, plans one-story addition for production of precision airplane parts for landing gears, engines, etc., output to be used by War Department. Cost about \$495,880 with equipment, fund to be provided by Government.

Gunitite Foundries Corp., Peoples Ave., Rockford, Ill., iron castings, brake drums and allied equipment, plans one-story addition for production of machine tool castings for Government. Cost about \$200,000 with equipment.

D. A. Stuart Oil Co., 2727 So. Troy St., Chicago, is erecting a 2-story and basement addition, which will provide 3,000 ft. of additional manufacturing space. Cost about \$50,000 with equipment.

New Britain Machine Co., 140 Chestnut St., New Britain, Conn., screw machine products, has let general contract for one-story addition, 90 by 280 ft., for production of aircraft engine parts for Navy Department. This is part of expansion to be carried out for Federal work, for which Government has authorized fund of \$400,000.

M. B. Mfg. Co., New Haven, Conn., mechanical equipment, plans one-story addition for production of aircraft parts for Government, which will provide fund of \$130,000 for project.

Lapointe Machine Tool Co., Hudson, Mass., broaching machinery and parts, has let general contract for one-story addition, 20 by 160 ft. Cost close to \$65,000 with equipment.

Raybestos Division of Raybestos-Manhattan, Inc., Stratford, Conn., brake lining, brakes and kindred equipment, has approved plans for one-story addition, 60 by 360 ft. Cost close to \$100,000 with equipment.



ROANOKE, VA.



**H. L. LAWSON & SON**  
Finance and Storage  
Pool Car Distributors  
General Merchandise Storage  
421-25 EAST CAMPBELL AVE  
ROANOKE, VIRGINIA

ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE**

Capacity 500 Cars Automatic Sprinkler  
Private Railroad Siding Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.  
Member of American Chain of Warehouses

SEATTLE, WASH.

"SEATTLE'S SHIPSIDE WAREHOUSE"

**ACHESON TERMINALS**  
FOOT OF JACKSON STREET

Affiliated with Seattle's largest draying service—140 Black Ball trucks and trailers. Covering all ports of Puget Sound via Black Ball ferries and Black Ball Freight Service.

R. J. ACHESON, PRESIDENT

SEATTLE, WASH.

**EYRES TRANSFER & WAREHOUSE CO.**

A Seattle Institution—52 years of outstanding service  
Cartage — Distribution — Storage  
Highest financial rating; new fireproof, A.D.T. sprinklered buildings; lowest insurance rate (10.2¢); modern equipment.  
"The Shippers' Open Door to Alaska and the Orient"

Moore Steam Turbine Division, Worthington Pump & Machinery Corp., Wellsville, N. Y., plans one-story addition. Cost close to \$100,000 with equipment.

Rochester Products Division, General Motors Corp., 100 Lexington Ave., Rochester, N. Y., precision instruments and parts, plans one-story addition, close to 15,000 sq.ft. of floor space, for production of aircraft control instruments and parts for Government. Cost close to \$100,000 with equipment.

Bignall Co., Medina, N. Y., iron and brass plumbing goods, has approved plans for 2-story addition for expansion in foundry. Cost close to \$45,000.

Art Tube Co., 500 Lyons Ave., Irvington, N. J., collapsible metal tubing, plans one-story addition, about 25 by 300 ft. Cost close to \$100,000 with equipment.

National Oil Products Co., Essex St., Harrison, N. J., sulphonated and other special oil products, has acquired former six-story building of Manufacturers' Can Co., First St., about 100,000 sq.ft. of floor space, and will remodel for expansion in storage, distribution and other departments.

National Standard Corp., Athenia Steel Division, Athenia, N. J., steel springs and other wire goods, has let general contract for one-story addition. Cost close to \$50,000 with equipment.

Vanadium-Alloys Steel Co., Latrobe, Pa., has approved plans for one-story addition, 65 by 140 ft., for expansion in melting department, with part of structure for storage and distribution. Cost over \$70,000 with equipment.

Motive Parts Co., 6325 Penn Ave., Pittsburgh, automobile parts and equipment, has let general contract  
(Continued on page 89)

SEATTLE, WASH.

**LET LYON GUARD YOUR GOODS**



Carload  
Distributors

PORTLAND, Ore. SEATTLE  
2311 N. W. Westover Rd. 2030 Dexter Ave.  
Walter Holleque, Mgr. Dean McLean, Mgr.

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J. R. GOODFELLOW, Pres.

**OLYMPIC WAREHOUSE & COLD STORAGE CO.**  
MERCHANDISE STORAGE & DISTRIBUTION

1203 Western Avenue Seattle, Wash.  
Cold Storage — Dry Storage — Rentals — Pool Car Distribution — Office Rentals  
Fireproof, brick const.; Sprinkler system; insurance rate; 12.5¢. Siding connects with all rail lines.  
Bonded U. S. Customs; State License No. 2; State Liquor Control Board.  
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NEW YORK Represented by ELIUD DISTRIBUTION INC. CHICAGO  
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Lloyd X. Coder, Pres.-Mgr.

Est. 1919

**SYSTEM Transfer & Storage Co.**  
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Warehousemen & Distributors of  
General Merchandise and Household Goods  
Office and Desk Space—Low Insurance Rates  
Member—A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

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**TAYLOR-EDWARDS**  
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates—A.D.T. Service,  
Associated with leading warehouses through  
DISTRIBUTION SERVICE, INC.  
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Members of—American Warehousemen's Assn.; Washington State  
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SEATTLE, WASH.



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GENERAL MERCHANDISE STORAGE POOL-CAR DISTRIBUTORS  
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Brick building equipped for economical storage and distribution. Reached by C&NW—Soo-OM&STP.  
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reach

**16,336 SHIPPERS**

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Merchandise — Cold Storage — Household Goods

with their every-month messages to these

**28,000 BUYERS of**

Services — Supplies and Equipment

## The Parade of New Products

(Continued from page 87)

2-story and basement plant, 80 by 200 ft., at 6300 Penn Ave., for general production, storage and distribution. Cost over \$75,000 with equipment.

National Battery Co., East Point, Ga., electric storage batteries and parts, has let general contract for one-story addition, 40 by 120 ft. Cost close to \$50,000 with equipment.

Cleveland Graphite Bronze Co., 880 E. 72nd St., Cleveland, bearings, bushings, etc., has asked bids for new one and 2-story plant, consisting of several units of about 400,000 sq.ft. floor space, at 16800 St. Clair Ave., N. E. Cost close to \$2,000,000 with machinery. Company will consolidate all local plants at new location and develop increased output for airplane bearings and parts.

Cleveland Hobbing Machine Co., 1170 E. 152nd St., Cleveland, machine tools and parts, plans new one-story plant, 200 by 200 ft., with 2-story office and operating building adjoining, 25 by 200 ft. Cost over \$150,000 with equipment.

Mid-West Forge Co., 17301 St. Clair Ave., Cleveland, steel forgings, etc., has let general contract for one-story addition, 75 by 95 ft. Cost close to \$45,000 with equipment. A 40-ton craneway will be extended through structure.

Rockford Screw Products Co., 2501 Ninth St., Rockford, Ill., has let general contract for one-story addition, 58 by 375 ft. Cost over \$100,000 with equipment.

Harris Hub Bed & Spring Co., 1315 Fifty-fifth Court, Cicero, Chicago, plans one-story addition, 90 by 125 ft. for storage and distribution. Cost close to \$50,000.

Stolpher Steel Products Corp., 3258 West Fond du Lac Ave., Milwaukee, sheet metal parts for automotive service, has asked bids on general contract for one-story addition, 100 by 250 ft. Cost close to \$100,000 with equipment.

Chicago Metal Mfg. Co., 2638 W. 37th Place, Chicago, steel boxes, flanges, metal stampings, etc., has let general contract for one-story addition, 81 by 245 ft., for storage and distribution. Cost over \$60,000 with equipment.

Federal Machine & Welder Co., Warren, Ohio, has awarded contract for addition, 80 by 165 ft.

Moore Dry Dock Co., Oakland, Cal., has let general contract for one-story metal-working shop. Cost about \$75,000 with equipment.

Crown-Willamette Paper Co., Camas, Wash., will take bids soon on general contract for 4-story addition, 105 by 120 ft., for expansion in converting plant, part of structure for storage and distribution. Cost over \$100,000 with equipment.

Acco Products, Inc., 24-02 Thirty-ninth Ave., Long Island City, metal files, paper clips and other metal specialties, has asked bids on general contract for 2-story and basement addition, 50 by 100 ft. Cost over \$85,000 with equipment.

Crucible Steel Co. of America, Inc., 405 Lexington Ave., New York, plans 3 one-story shop additions at plant, Harrison, N. J., 200 by 560 ft., 130 by 175 ft., and 80 by 560 ft., respectively. Cost over \$650,000 with equipment.

### TORONTO, ONT.

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## M. RAWLINSON, Ltd.

Established 1885

610 YONGE ST.

Seven Buildings to Meet All Requirements for Modern Storage and Distribution

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Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted  
Member: N. F. W. A., C. B. & T. A.

# Four Billion Dollars

In Defense Contracts

Awarded to Dand W Readers

From June 13, 1940, to

January 15, 1941

Acme Machine Tool Co., 4955 Spring Grove Ave., Cincinnati, turret lathes, screw machinery, etc., has asked bids on general contract for one-story addition, 40 by 102 ft. Cost over \$60,000 with equipment.

Wellman Bronze & Aluminum Co., 6017 Superior Ave., Cleveland, castings, bearings, bushings, etc., has let general contract for one-story addition, 65 by 115 ft. Cost close to \$60,000 with equipment.

Griender Machine Tool & Die Co., 2114 East Woodbridge Ave., Detroit, has asked bids on general contract for one-story addition. Cost about \$50,000 with equipment.

Armour & Co., Union Stock Yards, Chicago, has let general contract for one-story plant unit, 90 by 125 ft., at 3158-3202 South Thropp St., for expansion in by-products plants, for production of soap, glue, etc. Cost over \$85,000 with equipment.



Salerno-Megowen Biscuit Co., 4500 West Division St., Chicago, has let general contract for 2-story and basement addition, 100 by 200 ft. Cost close to \$100,000 with mechanical-handling machinery, ovens and other equipment.

Union Hardware & Metal Co., 411 East First St., Los Angeles, has let general contract for new one-story storage and distributing plant, about 37,000 sq.ft. floor space, at Central Ave. and Alameda St., and improvements in building on adjoining site. Cost over \$100,000 with equipment.

Woodrow Corp., 4701 W. Grand Ave., Chicago, pipe fittings, etc., has let general contract for one-story addition. Cost over \$85,000 with equipment.

Springfield Bronze & Aluminum Co., Page Blvd., Springfield, Mass., bushings, bearings, etc., has let general contract for one-story addition. Cost over \$50,000 with equipment.

General Electric Co., Bridgeport, Conn., has let general contract for one-story top addition to machine shop. Cost close to \$50,000 with equipment.

### Export Goods Must Bear Name of Consignee

The British Embassy at Washington, D. C., has issued a statement reminding shippers and ship owners of the dangers attaching to the shipment "to order," with disclosing the name of the consignee, of consignments destined for countries outside the American continent. "This practice may lead to difficulties and delays," it was pointed out, "and in certain cases may even render the goods liable to seizure."

### Consolidated Warehouses Takes Larger Quarters

Douglas Miller, vice-president of Consolidated Warehouses, announces that effective May 1, the company will be located in its new quarters at 551 Fifth Ave., New York City. The phone is Vanderbilt 6-4253.

### Lower Canned Goods Rates East and West

The traffic executive committee of the Eastern Trunk lines which met April 11 in Chicago, voted to concur in the proposal of the transcontinental railroads to petition the I.C.C. for authority to withdraw suspended rates on canned goods traffic to and from Pacific Coast and group A on the Atlantic seaboard and from Pacific Coast origins to group B destinations.

The Eastern trunk line traffic executives also gave their concurrence to the transcontinental railroads proceeding with publication of rates of \$1.02 per 100 lbs. to and from group A, and 96 cents to group B, according to the *Chicago Journal of Commerce*.

This action clears the way for the transcontinental railroads making a new effort to obtain greater participation in canned goods traffic. Late last year, the transcontinental railroads published a Pacific Coast-group A, to and from, canned goods rate of 96 cents, the present basis being \$1.16, and from Pacific Coast origins to group B of 96 cents, the present basis being 99 cents. Protests from intercoastal steamship lines and marine terminal organizations on both coasts brought about a suspension order by the I.C.C.

It is the intention of the transcontinental lines, if the Commission acts favorably on the petition to withdraw the suspended rates, to also ask the Commission to allow the compromise rates to become effective on short notice through 6th section authority.

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